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# ABC Evaluation

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Assessment of Behavioural Characteristics

## Why do people do the things that they do?

Evaluation of one's behavioral characteristics has been practiced for years. There are different schools of thought on the application of personality theory in the interpretation of behavioral patterns. Your personality itself will change very little throughout your life. However, your general behavioral traits will change from situation to situation and may evolve over time. You have control over your behaviors.

If you understand your primary tendencies, you understand how to self-manage. If you understand the primary tendencies of employees, you know how to lead!

The ABC Evaluation unlocks the patterns that a person operates in with regards to:

- Communication
- Motivation
- Conflict and Stress
- Response to leaders
- As well as leadership tendencies
- And more...

Understanding the makeup of a work group or team enables the team leader to delegate and direct based on strengths. This creates an environment of motivation, drive, and ultimately success!

