

DIMENSIONAL[®] MODEL OF BEHAVIOR[™]

Develop more productive working relationships.

Copyright © Psychological Associates[®] 2011

The Dimensional Model of Behavior is a 2x2 matrix that organizes how people act into four fundamental types of behavior — behavior corresponding to quadrants on the Model. From these, we advocate that Q4 behavior, which combines a strong drive for accomplishment with a high regard for people, is proven to generate long-term business success.

Benefits of using the Dimensional Model of Behavior:

- **Insightful** — Helps engage anyone at any level more effectively
- **Practical** — Simple, easily-learned tool for working more productively with others
- **Empowering** — Leaders gain a sincere commitment from others to perform at their best, without resorting to intimidation or manipulation
- **Business-oriented** — Links productive and effective relationships to greater business success
- **Powerful** — Works effectively with other instruments and tools to assess talent, develop potential, and coach leaders.

