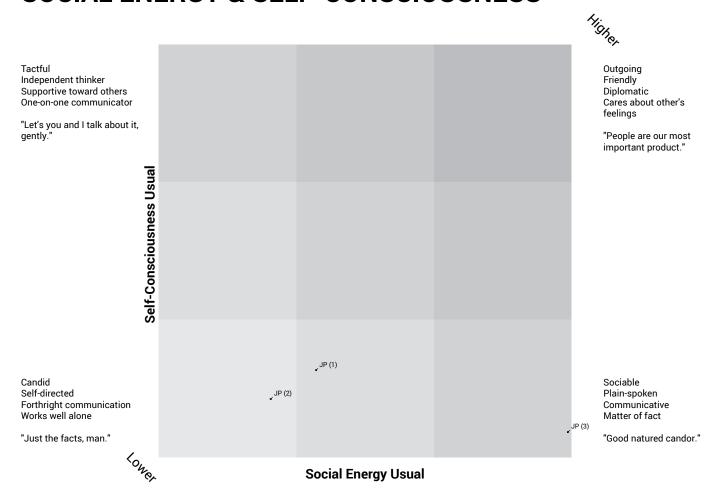


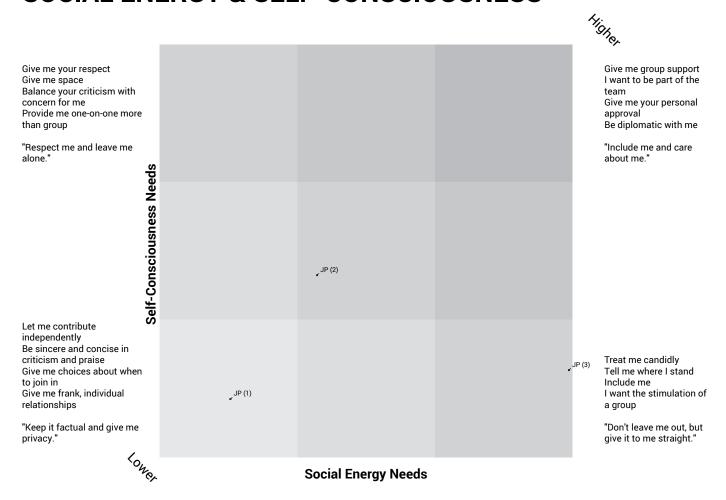
### **SOCIAL ENERGY & SELF-CONSCIOUSNESS**



#### **GROUP REPORT**



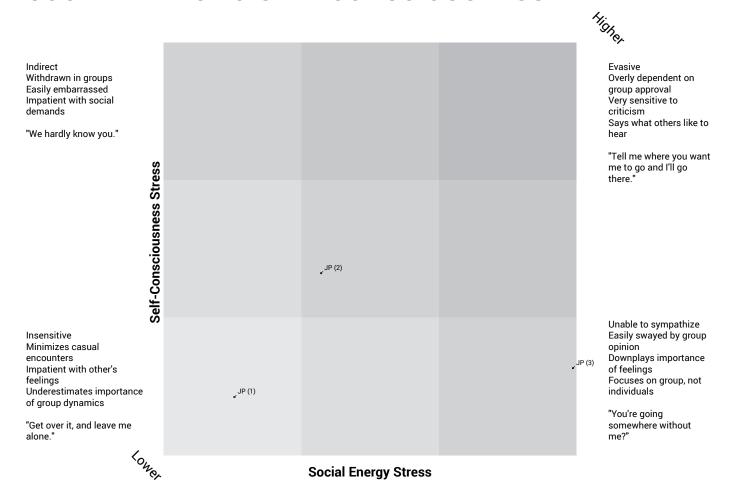
### **SOCIAL ENERGY & SELF-CONSCIOUSNESS**



#### **GROUP REPORT**



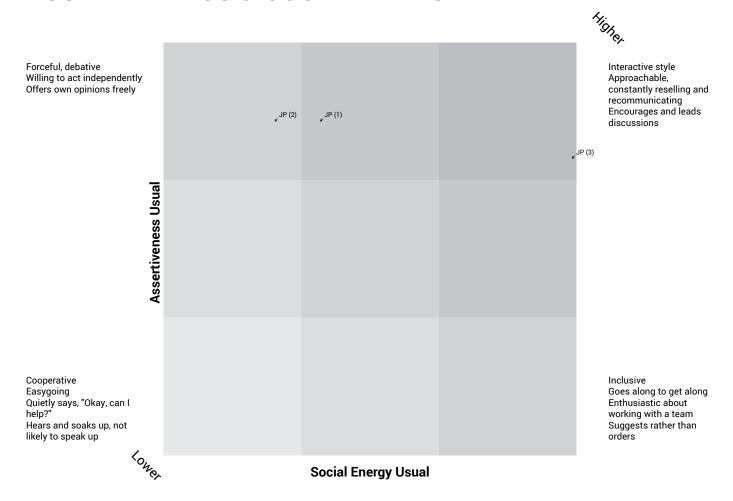
### **SOCIAL ENERGY & SELF-CONSCIOUSNESS**



#### **GROUP REPORT**



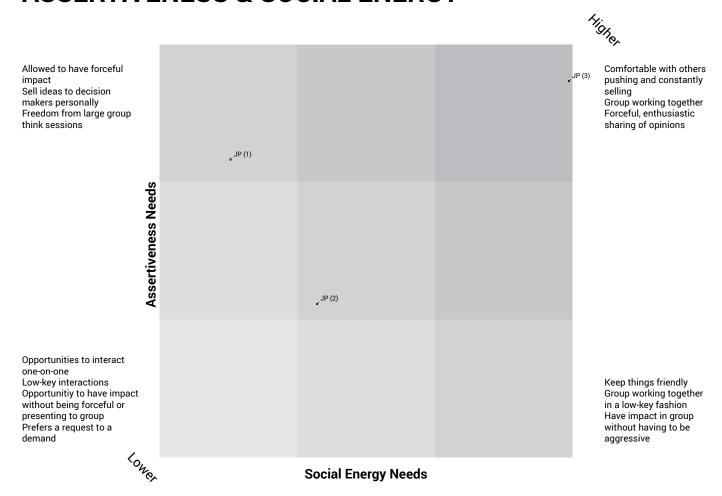
### **ASSERTIVENESS & SOCIAL ENERGY**



#### **GROUP REPORT**



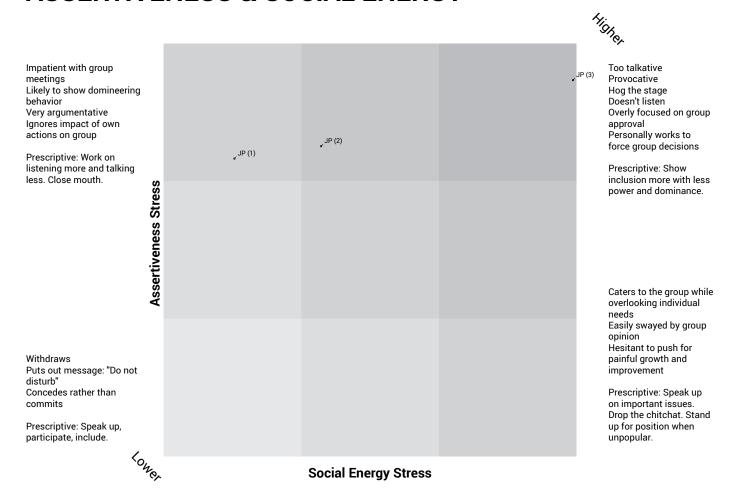
### **ASSERTIVENESS & SOCIAL ENERGY**



#### **GROUP REPORT**



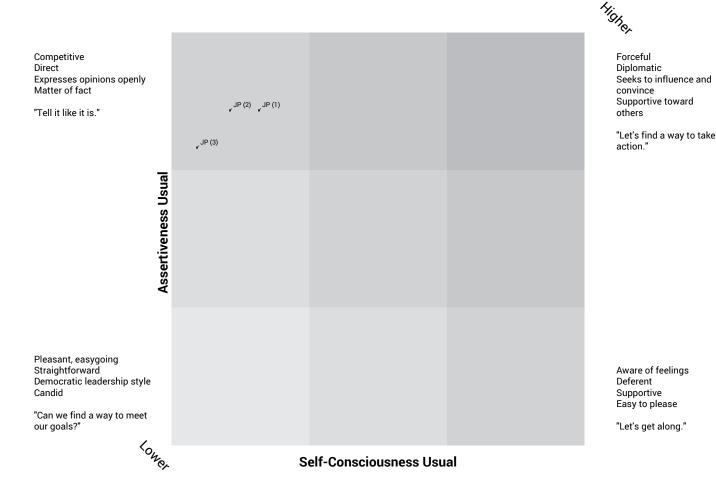
### **ASSERTIVENESS & SOCIAL ENERGY**



#### **GROUP REPORT**



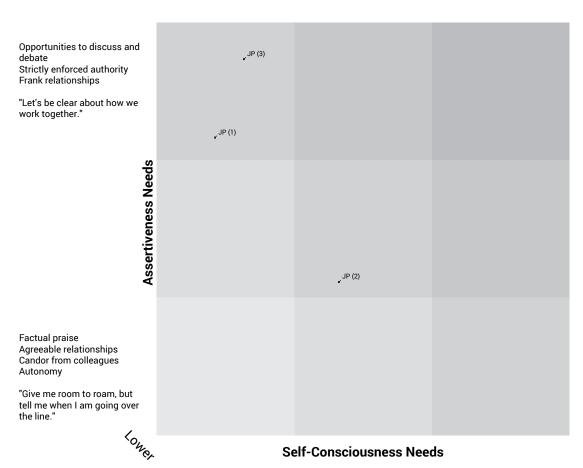
### **ASSERTIVENESS & SELF-CONSCIOUSNESS**



#### **GROUP REPORT**



### **ASSERTIVENESS & SELF-CONSCIOUSNESS**



Highe

Strong and direct supervision Genuine appreciation Opportunity to direct others Respect of titles and status symbols

"Compassionate chain of command."

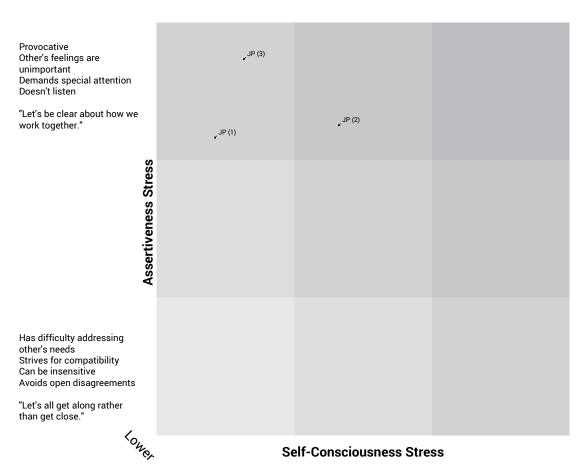
Opportunities to express views and feelings Genuine praise balancing criticism One-on-one explanations and discussions Clearly defined authority

"Give me a chance to know that I count."

#### **GROUP REPORT**



### **ASSERTIVENESS & SELF-CONSCIOUSNESS**



Higher

Feelings are easily hurt Is domineering Loses self-confidence Becomes ineffective

"I hurt and I am going to make you hurt."

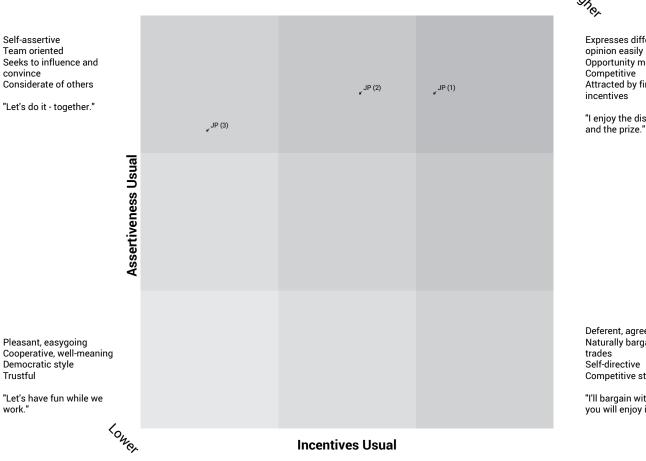
Loses self-assertiveness Overly sensitive to criticism May concede under pressure Evasive with others

"Keep me out of this, please!"

#### **GROUP REPORT**



### **ASSERTIVENESS & INCENTIVES**



#### **GROUP REPORT**

G3VMFN - PUBLIC, JANE Q. (JP (1)) G3JWF7 - PUBLIC, JOHN X. (JP (2)) G3ZMS5 - PUBLIC, JOHN Q (JP (3))

Expresses differences of Opportunity minded Attracted by financial

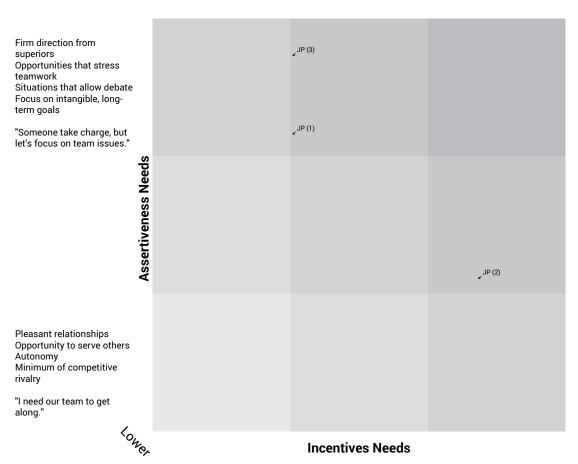
"I enjoy the discussion

Deferent, agreeable Naturally bargains, sells, Competitive strategist

"I'll bargain with you and you will enjoy it."



### **ASSERTIVENESS & INCENTIVES**



Higher

Opportunities to direct others Competitive advantages Strictly enforced parameters of authority Personal advancement

"I need to win."

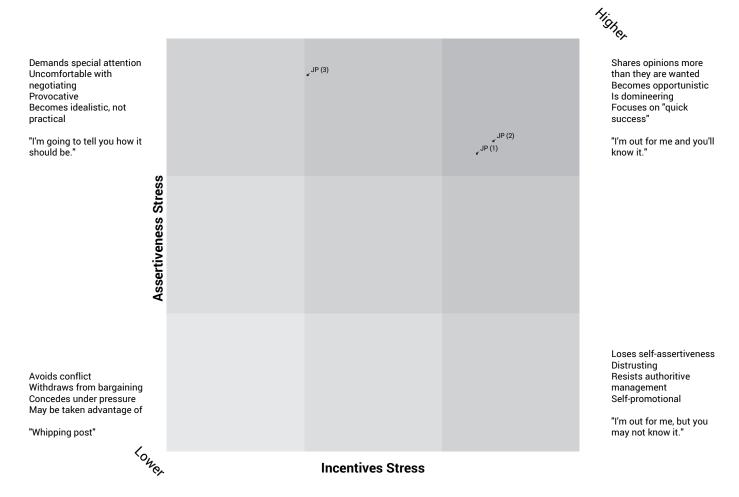
Suggestive style from others Tangible rewards Authority through procedures instead of outside supervision

"Don't direct me, but give me personal incentives."

#### **GROUP REPORT**



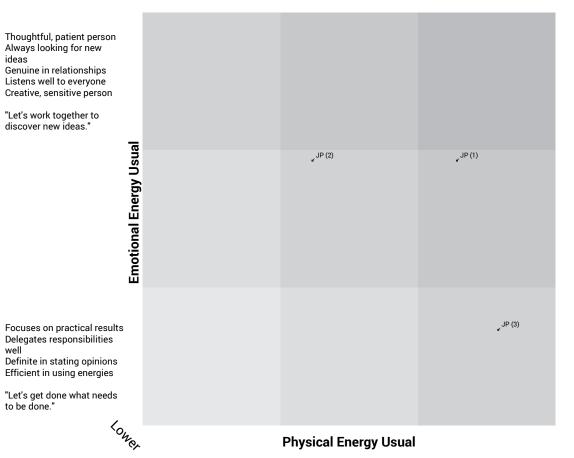
### **ASSERTIVENESS & INCENTIVES**



#### **GROUP REPORT**



### **EMOTIONAL ENERGY & PHYSICAL ENERGY**



Higher

Immediately responsive Imaginative Energetic and persuasive Explores options thoroughly Rapid fire implementation

"Imagine it and do it."

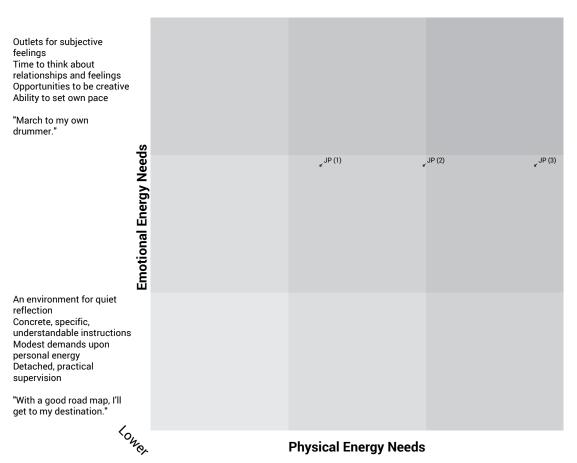
Works toward immediate benefits Invests a large amount of energy Action oriented Enthusiastic and forceful

"Let's not talk about it, let's do it."

#### **GROUP REPORT**



### **EMOTIONAL ENERGY & PHYSICAL ENERGY**



Higher

Activities that challenge the imagination Opportunities for physical activity Non-material benefits and rewards Varied activities

"Variety is the spice of life."

Competitive work leading to practical results Tangible benefits Social outlets for energy Logical solutions to problems

"Play by the rules and play to win."

#### **GROUP REPORT**



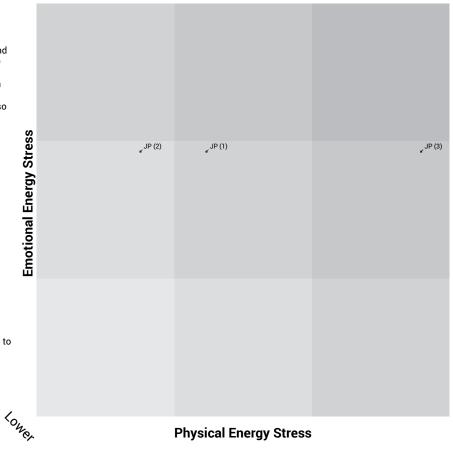
### **EMOTIONAL ENERGY & PHYSICAL ENERGY**

Sees difficulties in a situation Reluctant to change mind Bases decisions in large measure upon feelings Delays necessary action

"This doesn't feel right, so I'm not going to do anything."

Replaces action with thought Suppresses feelings Becomes concrete and minimizes problems Becomes indecisive due to reflection

"It's not that big of a problem, so let's not do anything."



Highe

Feels very discouraged at times Has difficulty delegating Magnifies problems and personal setbacks Acts without thinking

"This doesn't feel right, so I'll just do something."

Undue emphasis on immediate results Impatient, edgy when pressured Insensitive to other's feelings and problems Busy for the sake of being busy

"Something needs to be done and I'm going to do it "

#### **GROUP REPORT**