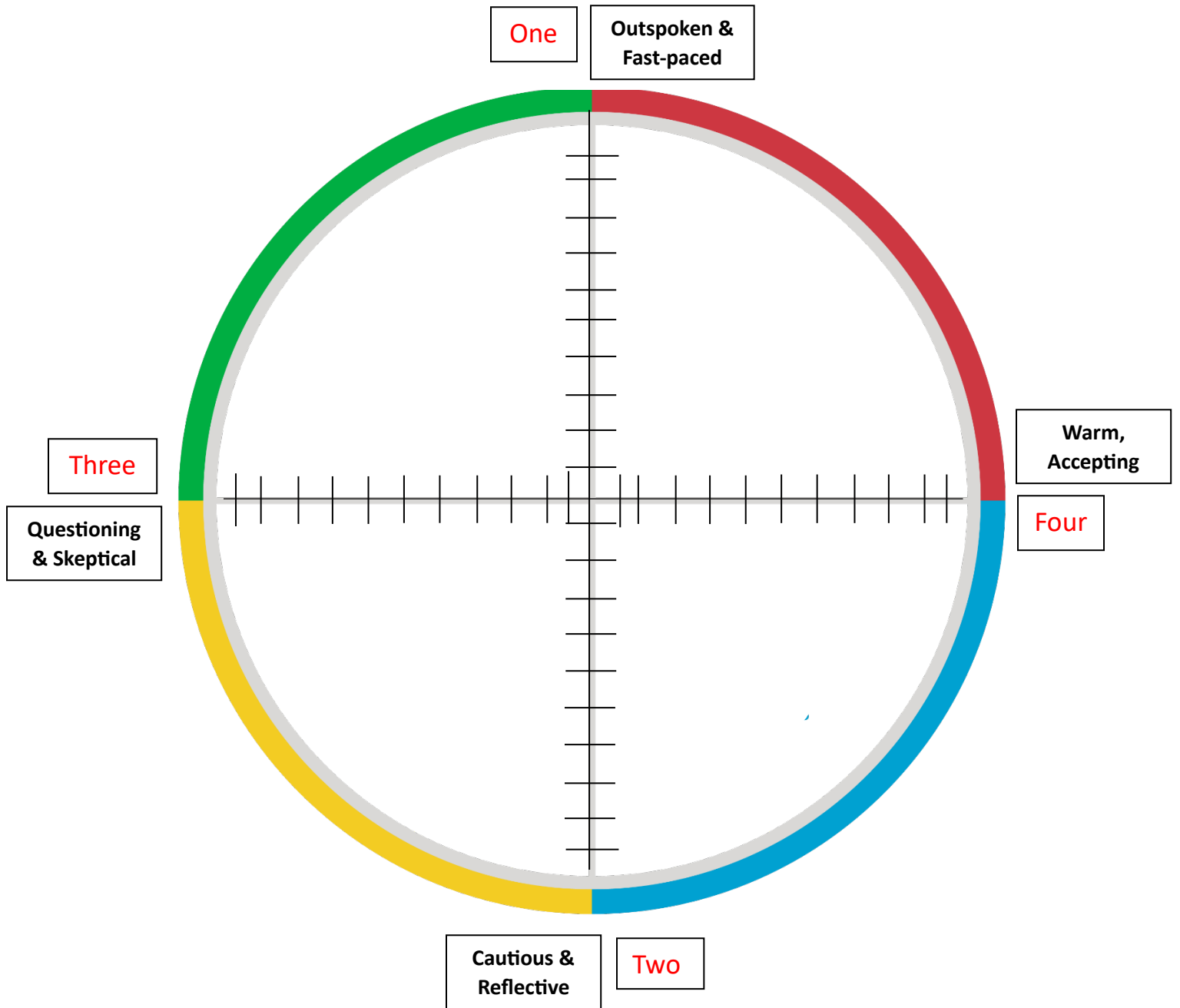


ONE		TWO	
<input type="checkbox"/>	Move more rapidly.	<input type="checkbox"/>	Move more slowly and deliberately.
<input type="checkbox"/>	Speak more quickly, intensely, & loudly.	<input type="checkbox"/>	Speak more slowly and softly.
<input type="checkbox"/>	Sit upright or lean forward, especially to make a request or state an opinion.	<input type="checkbox"/>	Lean backward, even when making a request or stating an opinion.
<input type="checkbox"/>	More emphatic when expressing opinions or making requests	<input type="checkbox"/>	More tentative, less forceful in expressing opinions, making requests
<input type="checkbox"/>	Be more confrontive	<input type="checkbox"/>	Be less confrontive.
<input type="checkbox"/>	Take the initiative to connect with others	<input type="checkbox"/>	Let others take the initiative to connect with you.
<input type="checkbox"/>	Energized by being around people, or in groups.	<input type="checkbox"/>	Energized, or recharged by being alone, or in a quiet calm space.
<input type="checkbox"/>	Decide more quickly.	<input type="checkbox"/>	Thoughtful & thorough about decisions.
<input type="checkbox"/>	Willing to take risks, even if only based on a feeling.	<input type="checkbox"/>	Avoids risks, especially if little is known
<input type="checkbox"/>	High levels of energy, walks fast	<input type="checkbox"/>	Methodical/deliberate in movements
<input type="checkbox"/>	I am comfortable being lively or bold.	<input type="checkbox"/>	I am comfortable being gentle, careful, and wary
Total:		Total:	
Style:		Difference:	

THREE		FOUR	
<input type="checkbox"/>	Limit their use of gestures.	<input type="checkbox"/>	Gesture more frequently.
<input type="checkbox"/>	Move more rigidly.	<input type="checkbox"/>	Move more freely.
<input type="checkbox"/>	Have less facial expressiveness.	<input type="checkbox"/>	Have more facial expressiveness.
<input type="checkbox"/>	Seem more serious.	<input type="checkbox"/>	Seem more playful
<input type="checkbox"/>	Controlled in expression of feelings.	<input type="checkbox"/>	Less guarded in expression
<input type="checkbox"/>	Focus more on facts.	<input type="checkbox"/>	Focus more on feelings
<input type="checkbox"/>	More task oriented or focused	<input type="checkbox"/>	More people oriented or focused
<input type="checkbox"/>	Less interested in small talk	<input type="checkbox"/>	Enjoys small talk
<input type="checkbox"/>	Decisions are based more on facts than emotions	<input type="checkbox"/>	Decisions are based more on your feelings and less on facts
<input type="checkbox"/>	Demonstrate more discipline in use of time.	<input type="checkbox"/>	Demonstrate less structure in use of time.
<input type="checkbox"/>	Goal achievement is important	<input type="checkbox"/>	People and feelings are important
Total:		Total:	
Style:		Difference:	



## Dominance

**Priorities:** getting immediate results, taking action, challenging self and others

**Motivated by:** power and authority, competition, winning, success

**Fears:** loss of control, being taken advantage of, vulnerability

**You will notice:** self-confidence, directness, forcefulness, risk-taking

**Limitations:** lack of concern for others, impatience, insensitivity

Questioning  
Logic-focused  
Objective  
Skeptical  
Challenging

## Conscientiousness

**Priorities:** ensuring accuracy, maintaining stability, challenging assumptions

**Motivated by:** opportunities to use expertise or gain knowledge, attention to quality

**Fears:** criticism, slipshod methods, being wrong

**You will notice:** precision, analysis, skepticism, reserve, quiet

**Limitations:** overly critical, tendency to overanalyze, isolates self

Active  
Fast-paced  
Assertive  
Dynamic  
Bold

D

i

C

S

Thoughtful  
Calm  
Methodical  
Moderate-paced  
Careful

## Influence

**Priorities:** expressing enthusiasm, taking action, encouraging collaboration

**Motivated by:** social recognition, group activities, friendly relationships

**Fears:** social rejection, disapproval, loss of influence, being ignored

**You will notice:** charm, enthusiasm, sociability, optimism, talkativeness

**Limitations:** impulsiveness, lack of follow-through, disorganization

Accepting  
People-focused  
Empathizing  
Receptive  
Agreeable

## Steadiness

**Priorities:** giving support, maintaining stability, enjoying collaboration

**Motivated by:** stable environments, sincere appreciation, cooperation, opportunities to help

**Fears:** loss of stability, change, loss of harmony, offending others

**You will notice:** patience, team player, calm approach, good listener, humility

**Limitations:** overly accommodating, tendency to avoid change, indecisiveness