



Reading Graphs

"D" How You Handle Problems and Challenges

Tendency to be very active and aggressive in gaining results. Will go directly at the problem with little or no fear.

Prefers to be in control;
Results oriented;
Impulsive;
Quick Reactions

Quick to Anger (Short Fuse)



D



Slow to Anger (Long Fuse)

Prefers to be a team player; Calculated;
Planned reactions

Tendency to go at the problem with a calculated, organized, well thought out approach to gaining results.

"I" How You Interact With Other People

Tendency to have high contact ability, outgoing, social, very verbally persuasive.

Prefers involvement with people; Interacting with others; Open; Gregarious

High Trust of Others (Optimistic)



I



Low Trust of Others (Pessimistic)

Prefers to be alone;
Reserved

Tendency to be more sincere, reserved. Enters situations and relationships with more of a cautious approach. Fact and information oriented.

"S" How You Handle A Steady Pace And Work Environment

Tendency to prefer a more secure, predictable environment, having the boundaries of the "pond" clearly defined.

Prefers predictable structure; Work environment controlled

Non-emotional (Doesn't Show Emotions)



S



Emotional (Shows Emotions)

Prefers variety and change; Flexibility

Tendency to prefer an unstructured, undefined environment with a great deal of freedom to operate.

"C" How You Respond To Rules And Procedures Set By Others

Tendency to follow rules set by others and is very aware of the affects of not complying with rules and procedures.

Prefers procedures and order; staying with established standard; by the book

High Fear (Get Permission)



C



Low Fear (Expect Forgiveness)

Prefers spontaneous approach; Working freely

Tendency to do it "my way," establishing their own rules.