



DEMO REPORT -- NOT FOR RESALE

Standard group: Europe EC-27 2011

The data for this person has been modified based on Interview findings

Note: We could not find a specific descriptions in your chosen language (English(UK)).
As a result, we use the English descriptions.

Keys	Mastery	Your tendency
Convinced by Seeing [Co1] (-119%) Convinced by Doing [Co4] (23%) Contrast: 380%	Convinced by Hearing [Co2] (112%) Convinced by Reading [Co3] (173%)	Needs to hear something to be convinced (from others/audio sources) Needs to read something to be convinced; willing to read documents rather than Needs to see something to be convinced; a visual type or person Needs to do, perform, try; to experience something to be convinced



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Keys	Mastery	Your tendency
Compliance [N3] (-64%) Tolerance [N4] (-7%) Contrast: 373%	Assertiveness [N1] (168%) Indifference [N2] (132%)	Wants to tell others that they ought to follow the rules this person uses Someone who scores high will not be very concerned with rules rather than Willing to follow rules and policies; exemplar of good conduct Tolerant of those having different rules, respects their unique qualities
Evolution [So2] (-31%) Difference [So3] (-88%) Contrast: 286%	Sameness [So1] (165%)	Prefers that things remain the same (preserving the status quo) rather than Wants things to evolve over time; will tend to want to improve things Must have constant or frequent changes; comfortable with big changes

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Keys	Mastery	Your tendency
<p>Alternatives [OF4P] (-111%)</p> <p>Contrast: 234%</p>	<p>Follow Procedures [OF4M] (123%)</p>	<p>Motivated to follow specified procedures; wants the steps to follow</p> <p>rather than</p> <p>Always looks for a better way; options, alternatives, modifications</p>
<p>Use [WA1] (11%)</p> <p>Concept [WA2] (-74%)</p> <p>Contrast: 209%</p>	<p>Structure [WA3] (146%)</p>	<p>Motivated to organize the resources and identify relationships in work</p> <p>rather than</p> <p>Motivated to do the task; “let’s just do it” orientation</p> <p>Wants to understand or develop an idea; wants to understand things</p>

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Keys	Mastery	Your tendency
Present [TP2] (-93%) Future [TP3] (14%) Contrast: 161%	Past [TP1] (83%)	Concentrates on, learns from, and uses past experience rather than Concentrates on the here-and-now; practical, short-term focus Concentrates on the future, possible scenarios; "visionary" or "dreamer"
Convinced by a Number of Examples [Co5] (-10%) Contrast: 147%	Convinced after a Period of Time [Co8] (136%)	Needs information to be constant for a period of time to be convinced rather than Needs sufficient examples or proofs to be convinced