



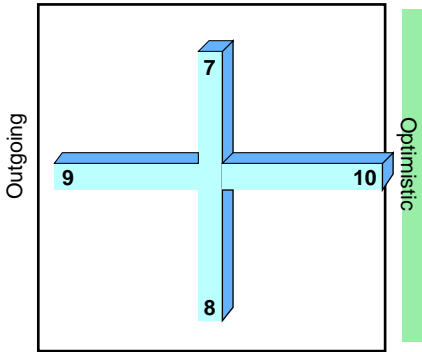
# MAIN GRAPH

Jones, Andrew Date Entered: 06/11/03  
 For Sample Client Reports  
 Position: Management - Sales

## ASSESSMENTS

### OUTLOOK

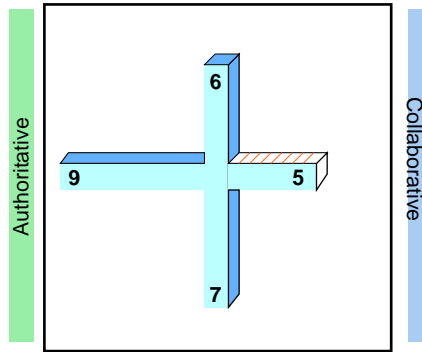
Certain



Open/reflective

### DECISIONS

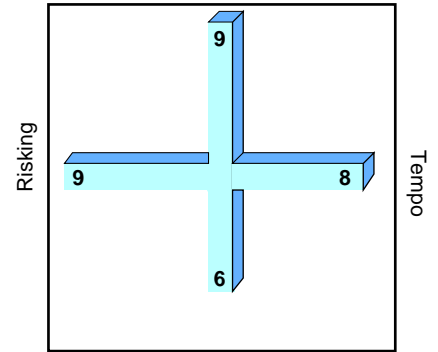
Problem Solving



Intuitive

### INNOVATION

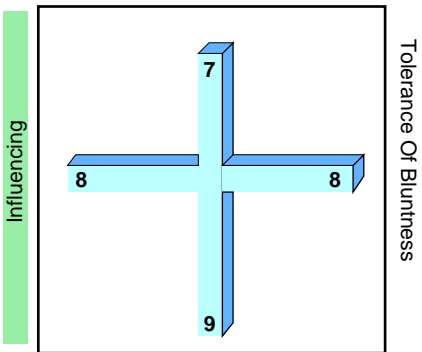
Persistent



Experimenting

### COMMUNICATION

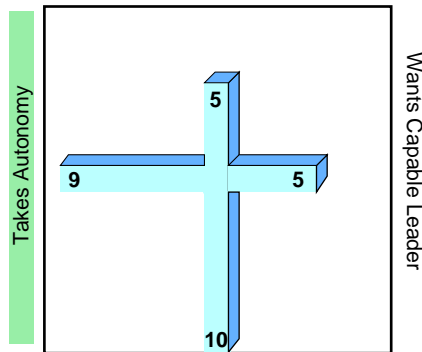
Frank



Diplomatic

### POWER

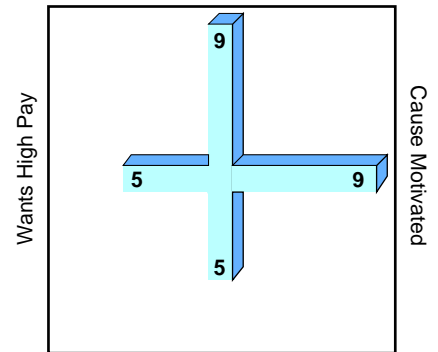
Assertive



Helpful

### MOTIVATION

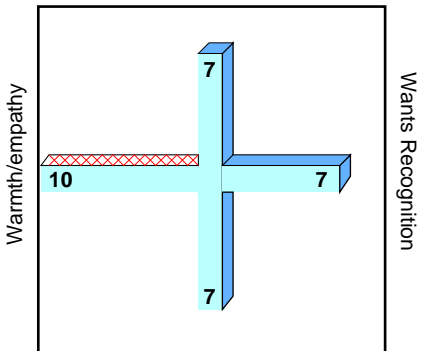
Self-motivated



Stress Management

### SUPPORT

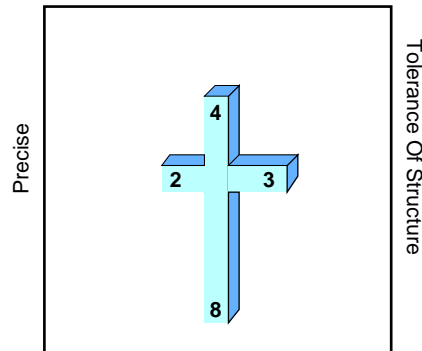
Self-acceptance



Self-improvement

### ORGANIZATION

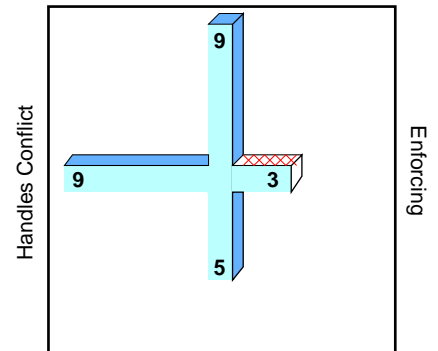
Organized



Flexible

### LEADERSHIP

Provides Direction



Planning

Probable Hindrance

Possible Hindrance

Essential Trait on this template

Desirable Trait on this template



## MAIN GRAPH INTERPRETATION

Jones, Andrew

Date Entered: 06/11/03

For Sample Client Reports

### ASSESSMENTS

## OUTLOOK

Is fairly self-certain but not over-confident.  
Is quite open-minded and reflective.  
Has a good balance between sticking to opinions and being open-minded.  
Is very outgoing.  
Is moderately comfortable making presentations to groups.  
Is extremely optimistic.

## DECISIONS

Makes decisions with a moderate amount of analysis.  
May sometimes tend not to analyze the potential difficulties of plans and strategies.  
May be fairly intuitive and use this intuition for making decisions.  
Is very willing to assume decision-making authority.  
May make decisions based upon hope rather than on an examination of the facts.  
Gives moderate importance to collaborating with others in the decision-making process.  
May want to make the final decision when collaborating with others.

## INNOVATION

Perseveres with a task despite many obstacles and is very good at the implementation stage of projects.  
Can be moderately progressive and creative, but prefers to avoid occupying a position which requires trying new ways of doing things very frequently.  
Is very willing to take risks.  
May take risks without undertaking sufficient analysis.  
May sometimes take risks without undertaking sufficient analysis.  
Likes to work quite quickly.

## COMMUNICATION

Is fairly forthright, frank and to the point.  
Is very capable of being tactful.  
Has a very good balance between being tactful and being direct; consequently is skilled at interpersonal communication.  
Is quite tolerant of people who are blunt.  
Tries to influence others.

## POWER

Can put forward his/her own needs, but may sometimes hesitate to do so.  
Is extremely helpful and conscious of others' needs.  
Wants autonomy very strongly.  
Tends to take a great deal of initiative.  
Accepts supervision, but prefers a supervisor who is not too authoritative.



## MAIN GRAPH INTERPRETATION

Jones, Andrew

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**MOTIVATION**

Needs to have very challenging work.

Is quite clear about his/her goals and is quite motivated toward them.

Is very self-motivated.

Can be relaxed while working, but sometimes experiences some tension.

Is able to deal with stress moderately well.

Wants to be paid well, but it is a lesser consideration than other factors.

Has very benevolent intentions. Undertaking work which benefits others/society is very important to him/her.

Tends to follow through on his/her benevolent actions.

May sometimes tend to be self-sacrificing.

Has a moderate desire to have a stable career.

**SUPPORT**

Is extremely empathetic and warm.

Is fairly self-accepting.

Has a fairly strong intention to improve himself/herself.

Has a good balance between wanting to improve himself/herself and liking himself/herself the way he/she is now.

May want a fair amount of recognition.

**ORGANIZATION**

Usually does the minimum amount of organizing necessary and may occasionally lose efficiency without organizing support from others.

Is quite flexible and adaptable to changes.

Strongly prefers not to do work which requires a significant amount of time to be spent on precision or focusing on details.

Generally prefers not to do work which involves having to be very systematic.

May want a significant amount of autonomy from having to follow closely defined procedures and schedules.

**LEADERSHIP**

Has a very strong desire to lead.

Has some interest in planning, but probably prefers not to have to spend a great deal of time in a planning role.

Is very effective at handling conflict.

May strongly dislike enforcing rules, but will probably do it anyway when it is necessary.