

ANSWER SUMMARY: Sample Report

Self-Sufficient	Uncertain	Sociable
<p>HAS FEWER FRIENDS                      Prefers to learn by reading                      Chooses to live in isolation                      Puts hobby before parties                      Thinks salesmen do better right than liked</p>	<p>Prefers travelling in a group</p>	<p>Gives personal presents                      Deals with personal problems in the office                      Needs to be popular                      Welcomes peoples' problems</p>

Guarded	Uncertain	Open
<p>Claims never rude                      Claims not once called lazy                      Claims doesn't talk behind backs                      Claims always admits when wrong                      Claims has never cheated at games                      Claims never exaggerates to impress                      Claims only speeds occasionally</p>		<p>ADMITS DOESN'T ALWAYS TELL FULL TRUTH                      Admits has forgotten an appointment                      Admits can be inattentive</p>

Cautious	Uncertain	Bold
<p>Rarely tells stories and jokes                      Finds it hard to recite                      Is not foolhardy for fun                      carefully evaluates risks                      Prefers well-proven methods to experiments                      IS SEEN AS CAREFUL                      Needs to prepare speeches                      Is seldom first to ask a question                      Holds tongue                      Caution in face of danger                      Avoids new contacts at cocktail parties</p>		<p>Tries anything once                      Accepts challenges</p>

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Rebellious	Uncertain	Conscientious
<p>Puts profit before promises to staff                      May break agreement with customers</p>		<p>Accepts bosses right to boss                      Rejects ends can justify means                      Claims expenses accurate to the last penny                      Refers to basic rules of right and wrong                      Gives customers bad news                      Values rules above freedom                      Rejects bribery                      SEES SELF MORE LAW ABIDING THAN REBELLIOUS</p>

Quiet	Uncertain	Outgoing
<p>Urges more care. Not more fun                      Stays in background                      SEES SELF AS LESS NOISY                      Prefers people to listen than laugh                      Is not party life and soul                      Dresses quietly                      Does not wave and shout                      Does not get carried away                      Gives factual presentations                      Prefers plans to surprises                      Is quiet at first meetings                      Favors reliability over showmanship                      Applauds quietly</p>		

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Accommodating	Uncertain	Assertive
Dislikes competition Prefers performing well to winning Prefers playing to winning Stops if interrupted Rarely complains at noise in library Is more polite than forceful Holds back criticism Settles for a draw SEES SELF AS LESS COMPETITIVE Prefers being liked to getting own way Concedes arguments gracefully Preferred hobbies to competitive sports		Ignores unruly people

Independent	Uncertain	Cooperative
Does not like company parties Ignores promotion		Prefers to work in a team Obliges boss Prefers to gain others ideas Consults boss Rolls up sleeves Finds time to help colleagues SEES SELF AS MORE COOPERATIVE Prefers to team up with boss

Tense	Uncertain	Calm
Feels apprehensive before meetings Worries after work Suffers sleeplessness Feels tension over day's work Is upset by insults Gets worked up Fidgets if anxious		Keeps cool with complaining customers Is calm with heights Forgets social mistakes IS LESS WOUND UP THAN MOST Stays calm Is not disturbed by nightmares

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Sensitive	Uncertain	Confident
Doesn't find friends reliable Feels ignored Is pessimistic Does not feel superior Worries about future Does not feel socially comfortable SEES SELF AS LESS CONFIDENT		Doesn't feel jealous Feels has charisma Welcomes judgments Welcomes praise Likes to be watched Feels grateful from criticism

Demonstrative	Uncertain	Controlled
Speaks impetuously		Hides feelings Doesn't get angry Hides dislike of colleagues Hides annoyance at carelessness Calms down quickly from anger Keeps patience under pressure Does not show feelings when upset HAS MORE SELF CONTROL Keeps patience with colleagues Hides feelings at boss's unfair criticism Doesn't shout back at customers Argues tactfully

Intolerant	Uncertain	Adaptable
Rejects unconventional people Does not adapt to company Ignores strangers Will not tolerate bossy people Prefers traditional to new methods		Accepts stranger's carelessness Doesn't insist on obedience Tolerates conceited people Feels exciting to try colleague's job SEES SELF AS MORE TOLERANT

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Flexible	Uncertain	Tenacious
compromises Gives in gracefully SEES SELF AS LESS PERSISTANT Accepts unreasonableness Accepts defeat		Keeps explaining Waits for rewards Keeps committment whatever Strives to bitter end Won't change mind

Easy-Going	Uncertain	Achieving
Does not put work before family Compromises for popularity Would not relocate for promotion Does not reject interruptions Does not put success first		IS MORE AMBITIOUS Helps self at meetings Looks at results before plans Accepts use of force Tackles unpleasant tasks promptly

Practical	Uncertain	Conceptual
Not Talk Not decoration Not 5/15 Not s Not 41 not 12 ounce	Invoice!	Twig Stealing! Quickest! ENJOYS PUZZLES Stationary! 6 inches

Casual	Uncertain	Disciplined
		Plans every day in advance Enjoys detail Tries to do things absolutely right Keeps desk tidy Is annoyed by an untidy room Thinks before speaking Is not careless Attends to minor details Plans before acting SEES SELF AS MORE TIDY

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<b>Conservative</b>	<b>Uncertain</b>	<b>Open-Minded</b>
<p>Holds many fixed views                      Admits can read facial expressions                      Holds to traditions                      Does not accept innovations                      Does not enquire about new discoveries                      RESISTS NEW IDEAS                      Is not easily persuaded cynical</p>		<p>Accepts science                      Believes there is always a better way                      Accepts new medicines                      Is unshockable                      Will look at new evidence                      Prefers discussing own opinion</p>