



## Corporate

prepared for:

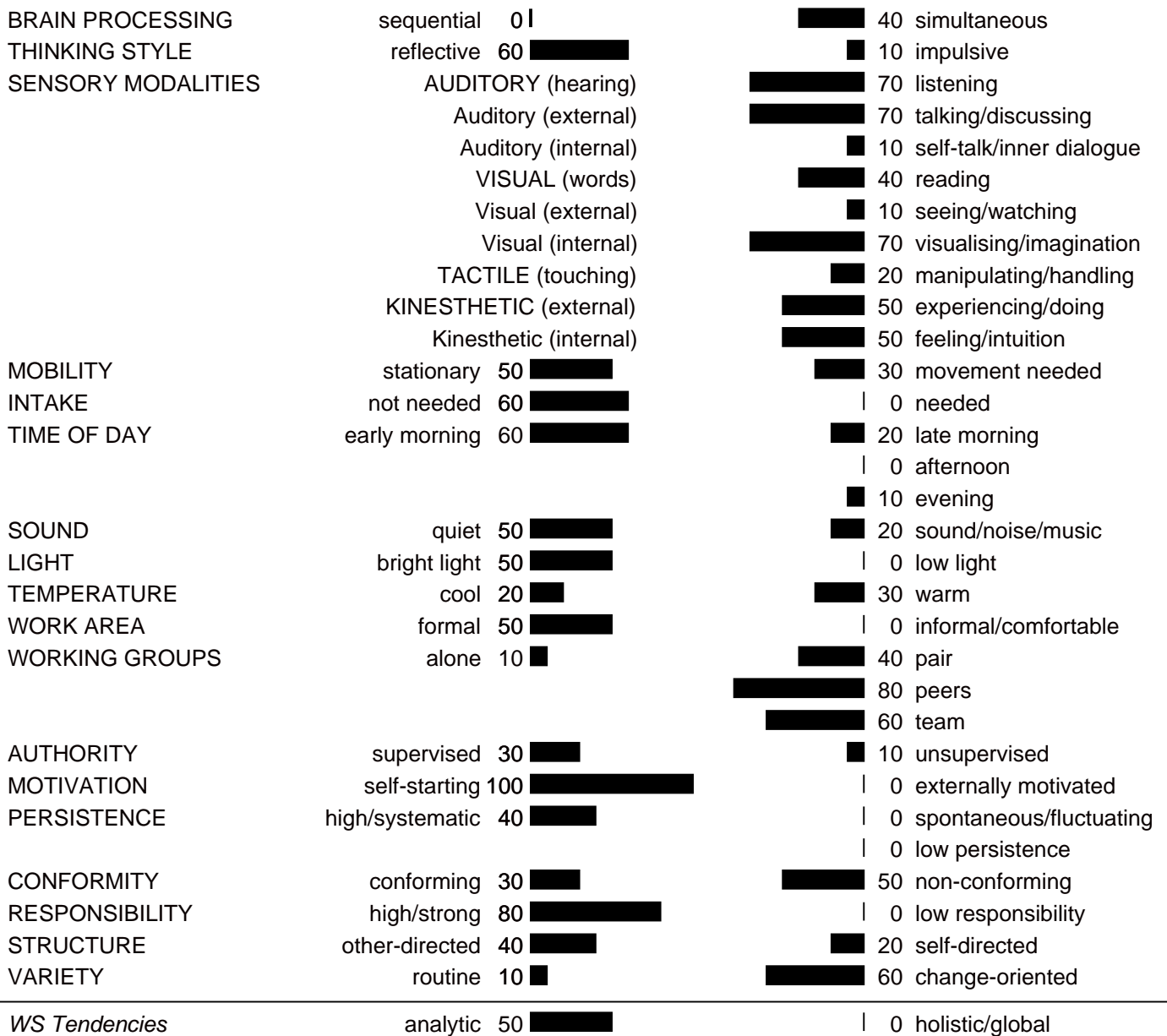
Sample Group

7/06/01

Total number in group = 10

## Group Percentages I (preferences)

Graph shows the % of people with preferences in the following areas:



KEY = preferences

prepared for:

Sample Group

7/06/01

Total number in group = 10

## Group Percentages II (non-preferences)

Graph shows the % of people with non-preferences in the following areas:

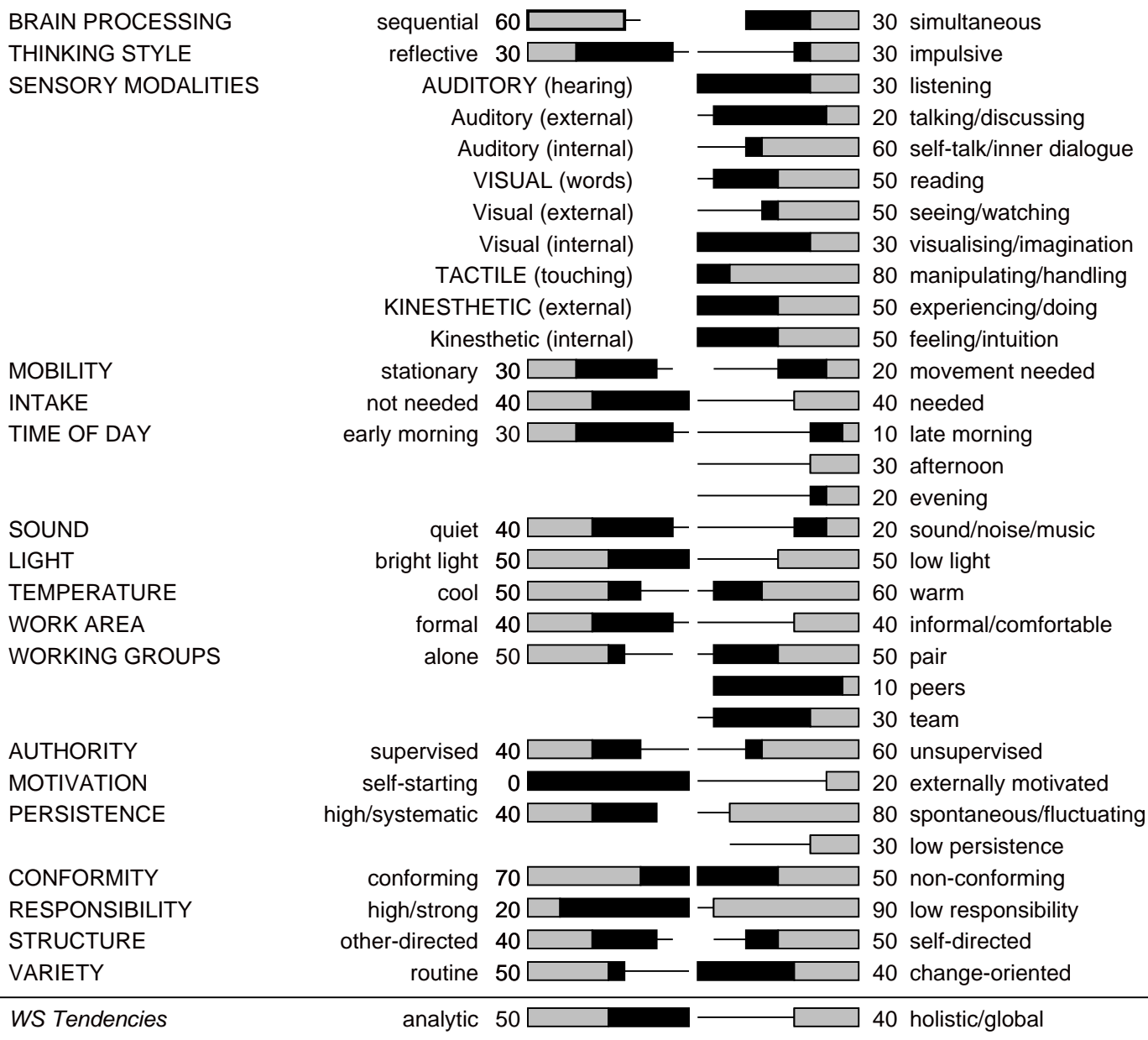
BRAIN PROCESSING	sequential 10 —	0 simultaneous
THINKING STYLE	reflective 10 —	60 impulsive
SENSORY MODALITIES	AUDITORY (hearing)	0 listening
	Auditory (external)	10 talking/discussing
	Auditory (internal)	30 self-talk/inner dialogue
	VISUAL (words)	10 reading
	Visual (external)	40 seeing/watching
	Visual (internal)	0 visualising/imagination
	TACTILE (touching)	0 manipulating/handling
	KINESTHETIC (external)	0 experiencing/doing
	Kinesthetic (internal)	0 feeling/intuition
	MOBILITY	stationary 10 —
INTAKE	not needed 0	60 needed
TIME OF DAY	early morning 10 —	70 late morning
		70 afternoon
		70 evening
SOUND	quiet 10 —	60 sound/noise/music
LIGHT	bright light 0	50 low light
TEMPERATURE	cool 30 —	10 warm
WORK AREA	formal 10 —	60 informal/comfortable
WORKING GROUPS	alone 30 —	10 pair
		0 peers
		10 team
AUTHORITY	supervised 30 —	30 unsupervised
MOTIVATION	self-starting 0	80 externally motivated
PERSISTENCE	high/systematic 0	20 spontaneous/fluctuating
		50 low persistence
CONFORMITY	conforming 0	0 non-conforming
RESPONSIBILITY	high/strong 0	10 low responsibility
STRUCTURE	other-directed 10 —	20 self-directed
VARIETY	routine 40 —	0 change-oriented
<i>WS Tendencies</i>	analytic 0	60 holistic/global

**KEY** — = non-preferences

prepared for:	Sample Group
7/06/01	Total number in group = 10

## Group Percentages III (flexibilities)

Graph shows the % of people with flexibilities in the following areas:



**KEY**  = flexibilities       = preferences       = non-preferences



### Group Results

Group member code number		1	2	3	4	5	6	7	8	9	10		
BRAIN PROCESSING	sequential	<input type="checkbox"/>	<input type="checkbox"/>	?	?	<input type="checkbox"/>	?	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	sequential (analytic)	
	simultaneous	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	?	?	<input checked="" type="checkbox"/>	?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	simultaneous (holistic)	
THINKING STYLE	reflective	—	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	reflective	
	impulsive	<input checked="" type="checkbox"/>	—	<input type="checkbox"/>	—	<input type="checkbox"/>	—	—	—	<input type="checkbox"/>	—	impulsive	
SENSES	AUDITORY (hearing)	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	listening	
	Auditory (external)	—	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	talking/discussing	
	Auditory (internal)	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	—	—	<input type="checkbox"/>	<input type="checkbox"/>	—	self-talk/inner dialogue	
	VISUAL (words)	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	—	<input checked="" type="checkbox"/>	reading	
	Visual (external)	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	—	—	<input checked="" type="checkbox"/>	<input type="checkbox"/>	—	seeing/watching	
	Visual (internal)	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	visualising/imagination	
	TACTILE (touching)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	manipulating/handling
	KINESTHETIC (external)	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	experiencing/doing
	Kinesthetic (internal)	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	feeling/intuition
	MOBILITY	stationary	—	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	?	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	stationary
movement needed		<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	—	—	—	?	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	—	movement needed	
INTAKE	not needed	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	not needed	
	needed	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	—	—	—	—	—	needed	
TIME OF DAY	early morning	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	—	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	early morning	
	late morning	<input type="checkbox"/>	—	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	—	—	—	—	—	—	late morning	
	afternoon	—	—	—	<input type="checkbox"/>	<input type="checkbox"/>	—	—	—	—	<input type="checkbox"/>	afternoon	
	evening	—	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	—	—	—	—	—	—	evening	
SOUND	quiet	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	—	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	quiet	
	sound/noise/music	—	<input checked="" type="checkbox"/>	—	<input type="checkbox"/>	—	<input checked="" type="checkbox"/>	—	—	<input type="checkbox"/>	—	sound/noise/music	
LIGHT	bright light	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	bright light	
	low light	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	—	<input type="checkbox"/>	<input type="checkbox"/>	—	—	—	low light	
TEMPERATURE	cool	—	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	—	—	cool	
	warm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	—	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	warm	
WORK AREA	formal	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	—	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	formal	
	informal/comfortable	—	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	—	—	—	—	informal/comfortable	
WORKING GROUPS	alone	?	<input type="checkbox"/>	—	<input type="checkbox"/>	<input type="checkbox"/>	—	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	—	alone	
	pair	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	pair	
	peers	?	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	peers	
	team	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	—	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	team	
AUTHORITY	supervised	—	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	—	—	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	supervised	
	unsupervised	<input type="checkbox"/>	—	<input type="checkbox"/>	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	—	unsupervised	
MOTIVATION	self-starting	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	self-starting	
	externally motivated	—	<input type="checkbox"/>	—	—	—	—	<input type="checkbox"/>	—	—	—	externally motivated	
PERSISTENCE	high/systematic	<input type="checkbox"/>	<input type="checkbox"/>	?	?	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	high/systematic	
	spontaneous/fluctuating	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	—	spontaneous/fluctuating	
	low persistence	—	—	?	?	<input type="checkbox"/>	<input type="checkbox"/>	—	<input type="checkbox"/>	—	—	low persistence	
CONFORMITY	conforming	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	conforming	
	non-conforming	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	non-conforming	
RESPONSIBILITY	high/strong	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	high/strong	
	low responsibility	<input type="checkbox"/>	<input type="checkbox"/>	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	low responsibility	
STRUCTURE	other-directed	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	?	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	other-directed	
	self-directed	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	—	<input type="checkbox"/>	?	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	—	self-directed	
VARIETY	routine	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	—	—	—	<input type="checkbox"/>	routine	
	change-oriented	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	change-oriented	

KEY  strong preference  preference — non-preference  flexibility  strong adapt ? result invalid



*Group Members*

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1 ■	Sample one		15/05/01
2	Sample two		15/05/01
3	Sample three		15/05/01
4	Sample four		15/05/01
5	Sample five		15/05/01
6	Sample six	M	20/04/99
7	Sample seven	M	17/05/99
8 ■	Sample eight	F	11/06/99
9 ■	Sample nine	F	11/06/99
10 ■	Sample ten	M	11/06/99

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■ = strong analytic tendencies

● = strong holistic/global tendencies

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