John has a rich and solid social profile, not 10 giving him self away too easy, rather sober 6 RE than emotional and seeking social control Social Profile 8 with a diplomatic touch. He's not afraid of a direct confrontation and will use rational 6 arguments and the necessary paperwork to 5 SE make his point. He can be very pleasant 4 company but he can be very straigth forward as well. He will never 'make a fool' 2 of him self and he will do an effort to have a 7 DI good understanding of the customer's 0 needs. John needs an abstract challenge in his job. He likes to play with graphs and numbers 10 5 TH and can appreciate some strategic thinking Tasks Profile 8 as well. He doesn't want to earn his living working with his hands. Most of his energy 6 goes to management and registration of the 2 DO activities. He believes in what's written down 4 and when he's not on location, you'll find him behind his desk staring at the screen. 2 8 NO 0 John has a rather steering dynamic profile. He doesn't go for the kicks in life, but he 10 3 EX **Dynamic Profile** isn't too worried neighter and tries to give direction to his actions. His decisions will 8 never be taken overnight and seldom be influenced by temporary moods. He is goal-6 5 BR oriented but more in a flexible than in a rigid way. He likes some variation in the job, but 4 doesn't act impulsive nor jump in the deep before he can swim. More a finisher than a 2 6 starter. ST 0

John profiles himself as a flexible but control driven manager with a self confident and rationaldiplomatic communication style. Once he made up his mind, it's not easy to convince him of the opposite, except when the arguments or logic and well founded. He him self will be armed with documents and numbers to prove his right. He can be critical judging others and his standards are high, but he can be a good listening ear as well. Furthermore, he seems to have his emotions under control and is not bothered too much by fluctuating moods. He has a steady personality, can cope with stress and will be more prudent in his approach than reckless or over hasted. He seems to be strong in delivering results and though he's not the most joly nor fancy guy, he's a relation-builder as people tend to trust him. Nevertheless, he wants to rule and when he comes to a compromise, he loves it when it's just pending a bit more to his side.

basicprofile **BPSq**

11-6

2012

John XXX