## Lilianahi Salazar 10-13-2016



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#### **MORE THAN A SCORE**

We believe that you were born with a unique set of strengths. Standardized test scores and GPA measure only a fraction of your abilities. Indigo measures a much wider range of attributes, helping you to discover areas in which you will thrive.

#### THERE ARE 3 SECTIONS TO THIS PROFILE:

- 1. **Style** "How you do things." This section describes your behavioral style.
  - Knowing your style helps you choose an environment in which you will thrive.
- 2. **Motivators** "Why you do things." This section describes what motivates you.
  - Knowing your motivators helps you choose a college program and career that is personally meaningful.
- 3. **Next Steps** This section provides possible education and career paths.

#### STYLE: YOUR STYLE

This describes your basic, natural behavioral style. Everyone is different and there is no right or wrong way to be.

Lilianahi prefers that things be orderly and she will approach work in a systematic manner. Safety and security are important to her. Lilianahi prefers to work in an environment that is both economically and physically sound. She resists change if she feels the change will lower the quality of her work. If change is inevitable, she may need reassurances that her standards will continue to be met. When Lilianahi sees something that is wrong she wants to fix it. She is oriented toward achieving practical results. Lilianahi can be characterized by her creativity and attention to quality and detail. She wants to make certain that detailed reports are accurately completed. This tendency can be reassuring to Lilianahi's supervisors. Rules and procedures provide security for her job performance. Lilianahi can devote all her energy to the job, and that offers security to her work situation. She is alert and sensitive to her errors and mistakes. She constantly seeks to avoid errors in her work. Lilianahi likes to work behind the scene and be seen as someone who is organized and has her life in order. She can be a real "stickler" for quality systems and orderly procedures.

Lilianahi feels tension when forced to make major decisions quickly. She is the type of person who will accept challenges, and accept them seriously. She, capable of making daily decisions routinely, usually becomes cautious about the bigger decisions; she wants to be absolutely certain her decision is correct. She likes to collect data for decision making and may collect so much it makes the decision harder. Lilianahi has an acute awareness of social, economic and political implications of her decisions. She can be seen as a thinker whose intuitive talents can bring divergent ideas to the forefront. She is good at analyzing situations that can be felt, touched, seen, heard, personally observed or experienced. Her motto is, "facts are facts." She gets frustrated when well-established rules are not observed by others. She prefers to have everyone adhere to the same rules and regulations.

Lilianahi is usually slow to anger, but when "enough is enough" she may tend to explode. People will then have no doubt about her feelings. Whenever possible, Lilianahi avoids face-to-face conflict. She does not like to work for a manager who uses a confrontational management style. She tends to withdraw and not express herself, and may become unproductive if she feels threatened. She is usually soft-spoken, but her demeanor may be deceptive to those who work with her. She may possess strong and unwavering convictions that are not always apparent to others. Lilianahi wants to establish good will with others and to influence them in a friendly and sociable manner. She likes to know what is expected of her in a working relationship, and have the duties and responsibilities of others who will be involved explained. Communication is accomplished best by well-defined avenues. She does not seek confrontation, but if she is confronted, she will present her case with enough supportive data that she will probably win. She enjoys analyzing the motives of others. This allows her to develop her intuitive skills.



#### STYLE: WHAT OTHERS MAY VALUE IN YOU

- Respect for authority and organizational structure.
- Comprehensive in problem solving.
- Will gather data for decision making.
- Turns confrontation into positives.
- Accurate and intuitive.
- Conscientious and steady.
- Defines, clarifies, gets information, criticizes and tests.
- Cooperative member of the team.

#### STYLE: POTENTIAL WEAKNESSES WITH YOUR STYLE

Every behavioral style has inherent positives and negatives. This section lists some possible behaviors that may hold you back in life. Knowing what they are will help you get along with others and reduce stress.

- Lean on supervisors if information and direction is not clear.
- Be defensive when threatened and use the errors and mistakes of others to defend her position.
- Get bogged down in details and use details to protect her position.
- Prefer not to verbalize feelings unless in a cooperative and noncompetitive environment.
- Select people much like herself.
- Be self-deprecating--doesn't project self-confidence.
- Be bound by procedures and methods--especially if she has been rewarded for following these procedures.



#### STYLE: HOW OTHER PEOPLE SHOULD COMMUNICATE WITH YOU...

This page provides other people a list of things to DO when communicating with you. This is how you like to be communicated with. Everyone has different communication styles. Knowing your style and acknowledging other's styles is critical to success in any job or relationship.

- Make an organized contribution to her efforts, present specifics and do what you say you can do.
- Give her time to verify reliability of your actions; be accurate, realistic.
- Be sincere and use a tone of voice that shows sincerity.
- Draw up a scheduled approach to implementing action with a step-by-step timetable; assure her that there won't be surprises.
- Give her time to ask questions.
- Take time to be sure that she is in agreement and understands what you said.
- Give her time to verify reliability of your comments--be accurate and realistic.
- Prepare your "case" in advance.
- Support your communications with correct facts and data.
- Make an organized presentation of your position, if you disagree.
- Follow through, if you agree.
- Support her principles; use a thoughtful approach; build your credibility by listing pros and cons to any suggestion you make.
- Give her time to be thorough, when appropriate.

#### STYLE: ... AND HOW OTHERS SHOULD NOT COMMUNICATE WITH YOU

This page provides other people a list of things NOT to do when communicating with you. Everyone has different communication styles. Knowing your style and acknowledging other's styles is critical to success in any job or relationship.

- Talk to her when you're extremely angry.
- Talk in a loud voice or use confrontation.
- Use gimmicks or clever, quick manipulations.
- Push too hard, or be unrealistic with deadlines.
- Be haphazard.
- Leave things to chance or luck.
- Rush the decision-making process.
- Make conflicting statements.
- Use testimonies of unreliable sources; don't be haphazard.
- Threaten, cajole, wheedle, coax or whimper.
- Be vague about what's expected of either of you; don't fail to follow through.
- Say "trust me"--you must prove it.
- Dillydally, or waste time.



#### STYLE: YOUR STRENGTHS

These are areas where you really shine! Use these strengths to talk about yourself on college applications, job/internship interviews, and with teammates for school projects and extracurricular activities. Practice using your strengths every opportunity you can.

- Paints a very detailed picture for the benefit of others to follow.
- Will care for others while holding people accountable.
- Gives clear specific instructions to maintain balance.
- Lets her work demonstrate her uniqueness, rather than talking about herself.
- Wants to methodically solve people-related problems that benefit the greater good.
- Accommodating and pleasing others is one of her natural talents.
- Patient with and willing to listen to the feelings of others.
- The "glue" that ties multiple visions together.

#### STYLE: SOME POTENTIAL CHALLENGES

The areas below are things to be careful of because they may create roadblocks to your success. Identify any areas that may be affecting your success now and develop an action plan to overcome these challenges.

- Viewed by others as a "watchdog", but wants to be seen as trying to help the cause move in the right direction.
- Sets unwanted rules for others, but does so for their own good.
- Feels a better job could be done if more focus was on the experience of the project.
- Her process may not always translate to beauty or creativity.
- Sees change for change's sake as negative for herself and others.
- May have difficulty correcting others as she wants to help but not offend.
- Dislikes unwarranted change in her environment because of the disruption of balance.
- Not willing to share opinions until comfortable about how others will receive it.



#### STYLE: YOUR IDEAL WORK ENVIRONMENT

An ideal working environment for you should include elements from this list.

- An environment that allows time to change.
- A stable and predictable environment.
- A leader that appreciates and understands the value of team harmony and follow up and follow through.
- Rewards for the utilization of facts and data in order to determine a holistic direction.
- The opportunity to be objective and diligent in her quest to help others.
- Work on a team that has common interests and desires.

#### STYLE: THINGS YOU MAY WANT FROM OTHERS

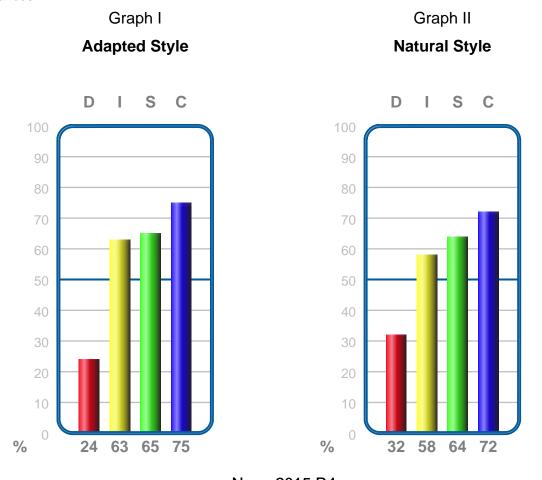
People are more motivated when they choose careers and college programs that satisfy their unique set of "wants".

- Safety and security of the situation.
- Reassurance she is doing the job right.
- Clearly defined start and finish points on each project or task.
- The ability to base company morale initiatives on facts and data.
- To be assured that the organization is willing to help others and will maintain the rules and procedures for making sure the assistance is given.
- To be the "doer" of helping the cause and the organization, not the spokesperson.



#### STYLE: YOUR STYLE INSIGHTS® GRAPHS

The graphs below represent your adapted and natural behavioral styles based on the DISC model. D stands for dominance. I stands for influencing. S stands for steadiness. C stands for compliance. The graph on the right represents your natural style and the graph on the left represents your adapted style based on current circumstances.



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D, the red bar on the graphs, stands for Dominance. High D's tend to be direct, forceful, challenge oriented, and bold. Low D's tend to be non-confrontational, low key, cooperative, and agreeable. The emotion associated with high D's is anger.

Famous high D's are Hillary Clinton and Donald Trump.

I, the yellow bar on the graphs, stands for Influencing. High I's tend to be enthusiastic, persuasive, talkative, and trusting. Low I's tend to be reflective, skeptical, factual, and matter of fact. The emotion associated with high I's is optimism.

Famous high I's are Will Ferrell and Oprah Winfrey.

S, the green bar on the graphs, stands for Steadiness. High S's tend to be steady, patient, predictable, and calm. Low S's tend to be change oriented, flexible, restless, and impatient. The emotion associated with high S's is non-emotional – they do not readily display their emotions.

Famous high S's are Michelle Obama and Gandhi.

C, the blue bar on the graphs, stands for Compliance. High C's tend to be analytical, cautious, accurate, and detail oriented. Low C's tend to be independent, unsystematic, stubborn, and unconcerned with details. The emotion associated with high C's is fear.

Famous high C's are Al Gore and Hermione from Harry Potter.

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#### **MOTIVATORS: INTRODUCTION TO WHAT MOTIVATES YOU**

This section describes why you do things. Motivators are like an engine beneath the hood of a car. Motivators aren't easily seen from the outside but they are what power you. This is important to your college and career choice because motivators correlate directly to fulfillment and meaning. Most people are happiest selecting a major and career based on their top two motivators.

When interpreting your motivator scores, think of your motivators as related to a fire hose. Your top motivators are a widespread stream that covers all aspects of your life. Your bottom motivators are like a concentrated stream and only appear in specific areas where that motivator matters to you.

The Indigo Assessment measures six motivators:

- 1. **Aesthetic** Desire for form, harmony and beauty.
- 2. **Individualistic** Desire for control, rank and power.
- 3. **Social** Desire to help others and solve social problems.
- 4. **Theoretical** Desire to learn for the sake of knowledge.
- 5. **Traditional** Desire to live by a set of rules, standards or beliefs.
- 6. **Utilitarian** Desire for a return on investment of time, energy or money.

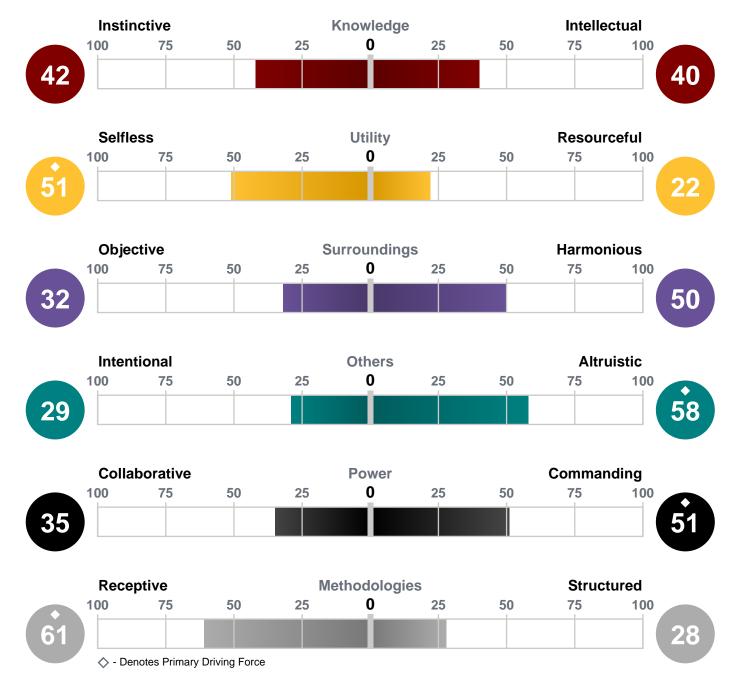
The next page ranks your relative passion for each of the six motivators. The pages following your ranking list your motivators in order of importance to you and how each motivator may affect your life decisions at this time.

For more information about motivators visit www.IndigotheAssessment.com .



#### **DRIVING FORCES GRAPH**

Eduard Spranger first defined six primary types or categories to define human motivation and drive. These six types are Theoretical, Utilitarian, Aesthetic, Social, Individualistic and Traditional. The 12 Driving Forces are derived by looking at each motivator on a continuum and describing both ends. All of the twelve descriptors are based on six keywords, one for each continuum. The six keywords are Knowledge, Utility, Surroundings, Others, Power and Methodologies. Focus on activities and work that relate to your highest driving forces scores.





# MOTIVATORS: HOW THE SOCIAL MOTIVATOR MAY AFFECT YOUR LIFE DECISIONS

High social scores indicate the desire to help others and an inherent love of people. Typically "socials" are altruistic and are motivated to give back to society in some way. They might volunteer, spend time on community projects and charities, or solve global, social, and environmental problems. If social is one of your top two motivators, you will not feel satisfied if you are not doing something that helps others.

- She is generous with her time, talent and resources for those in need.
- She believes charities should be supported.
- Lilianahi is patient and sensitive to others.
- Saying "no" is difficult when others need her time or talent.
- Helping the homeless may be one of her concerns.
- Lilianahi will be generous with time, research and information on social problems.

# MOTIVATORS: HOW THE AESTHETIC MOTIVATOR MAY AFFECT YOUR LIFE DECISIONS

High aesthetic scores indicate a desire to experience form, beauty and harmony in the world. Typically "aesthetics" need an attractive living and working environment. They may enjoy nature, various art forms and can be excellent long-range planners due to their desire to create harmonious outcomes. A high score does not necessarily mean that you have talents in creative artistry. If aesthetic is one of your top two motivators, you will not feel satisfied unless your physical environment is appealing to you and your aesthetic value is utilized in your working environment.

- Decorating her surroundings so they are visually pleasing is enjoyable for Lilianahi.
- Lilianahi uses her aesthetic talent to impress others.
- Dressing for success comes naturally to Lilianahi. She enjoys the latest designer clothes when she has the funds to purchase them.
- Form and harmony provide her with an experience to remember.
- Lilianahi looks for and appreciates the beauty in things.



# MOTIVATORS: HOW THE INDIVIDUALISTIC MOTIVATOR MAY AFFECT YOUR LIFE DECISIONS

High individualistic scores indicate the desire to gain power, lead others, and advance in position. Typically, high "individualistics" want to appear in the public eye. This motivator is sometimes called the political value. If individualistic is one of your top two motivators, you will not feel satisfied unless you are in control of your own destiny and are publically recognized for your contributions.

- She will evaluate each situation individually and determine how much or how little control she will want to exercise.
- The amount of control she attempts will increase if she has strong feelings about the issues involved with the situation. If, however, she has little interest in the issues involved, she will not see the need for exercising control.
- At times Lilianahi can be very competitive.
- Lilianahi can be assertive in meeting her needs.

# MOTIVATORS: HOW THE THEORETICAL MOTIVATOR MAY AFFECT YOUR LIFE DECISIONS

High theoretical scores indicate a desire to discover truths by learning for the sake of knowing. Typically, high "theoreticals" like to study, read, seek knowledge, and research. If theoretical is one of your top two motivators, you will not feel satisfied unless you are continually challenged with new information and given opportunities to learn new things.

- Lilianahi will seek knowledge based on her needs in individual situations.
- If knowledge of a specific subject is not of interest, or is not required for success,
   Lilianahi will have a tendency to rely on her intuition or practical information in this area.
- If Lilianahi is truly interested in a specific subject, or if knowledge of specific subject
  matter is required for success, then she will take the initiative to learn about that subject
  in great depth.
- In those areas where Lilianahi has a special interest she will be good at integrating past knowledge to solve current problems.
- A job that challenges the knowledge will increase her job satisfaction.
- Lilianahi has the potential to become an expert in her chosen field.
- Lilianahi will usually have the data to support her convictions.



# MOTIVATORS: HOW THE UTILITARIAN MOTIVATOR MAY AFFECT YOUR LIFE DECISIONS

High utilitarian scores indicate a desire to get a return on investment. Investments may be financial, time or energy. Typically "utilitarians" focus on results and may be money motivated. This value often includes the practical affairs of the business world- the production, marketing and consumption of goods, and the accumulation of tangible wealth. If utilitarian is one of your top two motivators, you will not feel satisfied unless you feel like you are receiving a return on your investment of time or energy.

- Lilianahi will accept her financial situation and not strive to change it.
- Lilianahi will seek a comfort level in her standard of living and try to maintain that level.
- Overemphasizing the value of money will bore Lilianahi and turn her off.
- Lilianahi will not use money as a scorecard to impress others.
- There is not a tremendous need for Lilianahi to have great sums of money.
- Money and material possessions are not a high priority for Lilianahi.
- Lilianahi will use her money to satisfy her true motivation.
- Lilianahi will not be swayed or motivated by what she feels are excessive material goals.
- Financial security is not a necessity, but a long-term goal.
- She is motivated by internal beliefs and does not feel compelled to impress others with material things.

# MOTIVATORS: HOW THE TRADITIONAL MOTIVATOR MAY AFFECT YOUR LIFE DECISIONS

High traditional scores indicate a desire to live by a certain set of standards or beliefs that provide a basis for making life decisions. Typically, high "traditionals" have a very strong "faith" or strong cultural values. If this is a primary motivator, it's important to identify where your traditional values stem from. You can have a high traditional score and not embrace a religion, for example. You may base your traditions on family, a strong internal moral compass, or culture. If traditional is one of your top two motivators, you will not feel satisfied unless your beliefs are respected and you are allowed to live and work in a way that aligns with those beliefs.

- She will work within a broadly defined set of beliefs.
- Traditions will not place limits or boundaries on Lilianahi.
- Lilianahi's passion in life will be found in one or two of the other dimensions discussed in this report.
- She will not be afraid to explore new and different ways of interpreting her own belief system.
- Lilianahi can be creative in interpreting other systems or traditions and selective in applying those traditions.
- It may be hard to manipulate Lilianahi because she has not defined a philosophy or system that can provide immediate answers to every situation.
- In many cases, Lilianahi will want to set her own rules which will allow her own intuition to guide and direct her actions.

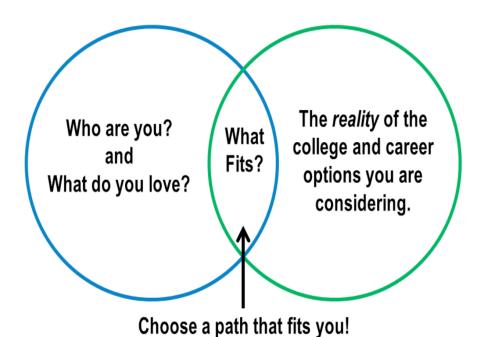


#### **NEXT STEPS: CHOOSE A PATH**

Your Indigo Assessment provides you with information by which you can choose a career and college that is aligned with your natural strengths and preferences.

Sharing your profile with others will provide additional insight about yourself and how to use this information wisely.

Forging the life you want takes time, discipline, hard work, courage, and a lot of trial and error. The fastest way to success is by starting with who you are and finding a college and career option that fits you.



#### **COMING SOON...**

Watershed is building an online matching system and job database that helps you discover careers and college programs that you will love.

Stay tuned to our progress at www.IndigotheAssessment.com .



#### **NEXT STEPS: POSSIBLE DEGREE MATCHES**

These are potential degrees and directions that fit your personal profile. Not all of these will be a perfect fit. However, they provide a good starting point for programs to research and consider.

#### **Arts and Sciences**

Architecture Composition, Writing Criminology, Forensics **Education Counselor** Ethnic, Cultural and Gender Studies Film and Television Production Humanities Information Technology Interior Desgin International Studies and Relations **Journalism** Library Science Music Composition Music Performance Photography and Studio Art Political Science Sociology **Urban Studies** Web Design, Web Administration

## **Business**

Hospitality, Hotel Management Human Resources, Organizational Development

### **Career and Technical**

Biomedical Equipment Technician
Carpentry
Chef, Food Preparation
Dental Assistance
Drafting
Electrician
Massage Therapy
Plumbing
Rehabilitation Therapy
Speech and Language Pathology
Welding



#### **NEXT STEPS: POSSIBLE DEGREE MATCHES**

## **Engineering**

Civil Engineering

## **Environmental, Agriculture and Food**

Agriculture and Farming Animal Sciences Culinary Science Landscape Architecture Plants and Horticulture

## **Evolving Opportunities**

Alternative Medicine, Holistic Health Community and Public Health Administration Computer Graphics, Animation Computer Programming **Desktop Publishing** Diagnostic, Scanning Technician Environment, Conservation and Sustainability Graphic Design **Medical Ethics** Multimedia, Digital Communications Nonprofit Management Outdoor Studies, Outdoor Leadership Peace and Conflict Resolution Studies Renewable Energy Social Work Videography Wilderness Education Yoga Therapy and Training

#### **Health Sciences**

Chiropractic Assistance
Counseling
Exercise Science
Health and Fitness, Personal Training
Hospital and Health Administration
Human Development and Family Services
Kinesiology
Nursing
Occupational Therapy



## **NEXT STEPS: POSSIBLE DEGREE MATCHES**

Psychology

## **Other Career Paths**

Child Care, Family Services Fitness and Exercise Science Personal Care Technician



#### **NEXT STEPS: POSSIBLE CAREER IDEAS**

Today's workplace is in constant change and careers are evolving to keep pace. It is not unusual for people to change careers 4-5 times during their lives. Research indicates that over 50% of working people hold jobs that do not utilize their natural talents, so they are neither fully motivated nor satisfied in their work.

Given these realities, it is more important than ever to make informed career decisions based on a solid understanding of yourself. The list of jobs below has been designed to spark your imagination and provide ideas. The message is: **"Your options are many."** These ideas are not meant to put you in a box or represent a definitive list of options. If your dream job isn't on the list, don't worry, go for it!

For more information on any job, input the listed code at the O\*NET database - http://online.onetcenter.org.

CODE	EDUCATION	OCCUPATION
27-2031	4 & exp	Dancer
51-4111	4+	Tool and Dye Maker
49-3021	4+	Automotive Body Repairer
29-2056	4+	Veterinary Technician
29-2031	4+	Cardiovascular Technician
29-1131	4+	Veterinarian
29-1127	4+	Speech-Language Pathologist
29-1126	4+	Respiratory Therapist
29-1123	4+	Physical Therapist
29-1122	4+	Occupational Therapist
29-1121	4+	Audiologist
29-1071.01	4+	Anesthesiologist Assistant
29-1071.00	4+	Physician Assistant
29-1051	4+	Pharmacist
29-1041	4+	Optometrist
29-1011	4+	Chiropractor
27-1021	4+	Commercial & Industrial Designer
25-3011	4+	Adult Educator
21-1029	4+	Social Worker
19-3092	4+	Geographer
19-3051	4+	Urban & Regional Planner
19-3031.02	4+	Psychologist
19-2041	4+	Environmental Scientist & Specialist including Health
19-1023	4+	Zoologist & Wildlife Biologist
17-1012	4+	Landscape Architect
17-1011	4+	Architect, Except Landscape & Naval
51-9081	4	Dental Lab Technician
51-9071	4	Jeweler, Precious Stone & Metal Worker
47-2161	4	Plasterer and Stucco Mason
29-9091	4	Athletic Trainer

## **NEXT STEPS: POSSIBLE CAREER IDEAS**

29-2034	4	Radiologic Technician
29-2021	4	Dental Hygienist
29-2011	4	Medical & Clinical Lab Technician
29-1124	4	Radiation Therapist
29-1111	4	Registered Nurse
29-1031	4	Dietician & Nutritionist
27-4031	4	Camera Operator, TV, Video & Motion Picture
27-4021	4	Photographer
27-3031	4	Public Relations Specialist
27-2042	4	Musician, Singer
27-2011	4	Actor & Actress
27-1025	4	Interior Designer
27-1024	4	Graphic Designer
25-2031	4	Teacher, Secondary
25-2021	4	Teacher, Elementary
17-3011	4	Architectural & Civil Drafter
17-2199.10	4	Wind Energy Engineer
15-1041	4	Computer Support Specialist
47-2031	3-4	Carpenter
49-9062	2-4	Medical Equipment Repairer
47-2141	2-4	Painter, Construction & Maintenance
43-1011	2-4	Office and Administrative Support
31-1012	2-4	• •
17-3025	2-4 2-4	Nurse, Aide, Orderly & Attendant Environmental Engineering Technician
17-3023	2-4	Electro-mechanical Technician
17-3024	2-4 2-4	Civil Engineering Technician
11-9012	2-4	Farmer & Rancher
27-4014	2+	Sound Engineering Technician
27-4014	2+	Artist & Animator, multi-media
51-9121	2	
31-9121	2	Coating, Painting, & Spraying Machine Setter, Operator & Tender
51-5023	2	Printing Machine Operator
49-2097	2	Home Entertainment Installer & Repairer
49-2094	2	Electrical and Electronic Repairer
49-2011	2	Computer Teller/Office Machine Repairer
47-4099.02	2	Solar Thermal Installer &Technician
39-9031	2	Fitness Trainer
39-6031	2	Flight Attendant
39-5011	2 2	Barber & Cosmetologist
33-2011	2	Fire Fighter
31-9092	2	Medical Assistant
31-9091	2 2	Dental Assistant
31-2022	2	Physical Therapist Aide
31-2011	2	Occupational Therapist Assistant
29-2081	2	Optician-Dispensing

## **NEXT STEPS: POSSIBLE CAREER IDEAS**

29-2061 29-2055 27-4012 21-1093 25-9041 53-3021 51-3011 49-9042 47-2131 47-2121 47-2081 47-2051 47-2041 47-2041 47-2021 45-4011 43-9061 43-5051 43-4081 43-4011 41-2021 41-2011 39-9011 37-2011 35-3031 33-9092 31-9095 31-1011	2 2 1 2 1 3 4 4 5 4 5 4 5 4 5 4 5 4 5 4 5 4 5 4 5	LPN (Licensed Practical Nurse) Surgical Technician Broadcast Technician Social & Human Services Assistant Teacher Assistant Taxi Driver and Chauffeur Bus Driver Baker Maintenance and Repair Worker, General Insulation Worker Glazier Drywall & Ceiling Tile Installer Cement Mason, Concrete Finisher Carpet Installer Brick and Stone Mason Forrest and Conservation Worker Office Clerk Postal Service Clerk Hotel, Motel and Resort Clerk Brokerage Clerk Counter and Rental Clerk Cashier Child Care Worker Janitor & Cleaner Waitress & Waiter Lifeguard, Ski Patrol other recreational protective service worker Pharmacy Aide Home Health Aide
27-1023	HS	Floral Designer

#### **STUDY TIPS**

- Make sure you understand course expectations and ask if necessary.
- Study alone.
- Identify the time of day you feel best and try to fit studying into these hours.
- Study or review notes before each class starts.
- Participate in class discussions.
- Listen and think positively about the concepts you are studying.
- Set challenging goals.
- Don't let others intrude upon your study time.
- Set goals which challenge your abilities.
- Ask questions about things for which you are unsure.
- Think positively about your ability to pass every class with high marks.

## Lilianahi Salazar



## **Strengths**

Paints a very detailed picture for the benefit of others to follow.

Will care for others while holding people accountable.

Gives clear specific instructions to maintain balance.

Lets her work demonstrate her uniqueness, rather than talking about herself.

Wants to methodically solve people-related problems that benefit the greater good.

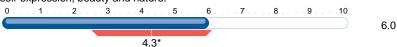
## D 100 90 D = Dominance I = Influencing S = Steadiness C = Compliance 60 50 High C's tend to be 40 systematic, cautious, and detail oriented. 20 10 32 58 64

#### **Motivators**

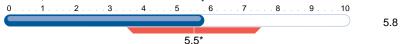
**1. Social** - Rewards those who value opportunities to be of service to others and contribute to the progress and well being of society.



**2. Aesthetic** - Rewards those who value balance in their lives, creative self-expression, beauty and nature.



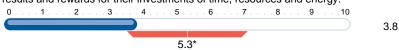
**3.** Individualistic/Political - Rewards those who value personal recognition, freedom, and control over their own destiny and others.



**4. Theoretical** - Rewards those who value knowledge for knowledge's sake, continuing education and intellectual growth.



**5. Utilitarian/Economic** - Rewards those who value practical accomplishments, results and rewards for their investments of time, resources and energy.



 $\textbf{6. Traditional/Regulatory} \cdot \text{Rewards those who value traditions inherent in social structure, rules, regulations and principles.}$ 



#### Value to a Team

Conscientious and steady.

Always concerned about quality work.

Adaptable.

3.3

Respect for authority and organizational structure.

Accurate and intuitive.

Maintains standards.