

**Adrian Encinas**  
10-11-2016



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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.*

Adrian prefers to help and support others rather than compete against them. He is good at concentrating in order to listen and learn. He is not easily distracted by peripheral activity. At times, Adrian would like to slow the world down and cut out some of the activities people want him involved in. He does not always like being placed in competitive situations. He tends to lose the "team feeling" when he is involved in direct competition. Adrian has great abilities to concentrate on details. This concentration may be intense. He wins through hard work and persistence. He likes to stay with one task until it is completed. At times he can be quite skeptical. Others may misinterpret this strength as a negative one, but he is only seeking needed data. Once Adrian has come to a decision, others may find it difficult to change his mind. If changes are inevitable, and he sees enough benefits, they will be made. Adrian can be spontaneous and casual in familiar circumstances. The familiar atmosphere allows spontaneity when he is in his comfort zone. When the time is right, Adrian can stand up aggressively for what he believes.

Adrian is good at analyzing situations that can be felt, touched, seen, heard, personally observed or experienced. His motto is, "facts are facts." Once he has arrived at a decision, he can be tough-minded and unbending. He has made his decision after gathering much data, and he probably won't want to repeat the process. When faced with a tough decision, he will seek information and analyze it thoroughly. He can be sensitive to the feelings of others and is able to display real empathy for those who are experiencing difficulties. Adrian tends to make decisions based on past experiences. He prefers the "tried and true." He tries to use balanced judgment. He is the person who brings stability to the entire team. Logic is important when trying to influence him. He pays more attention to logic than emotional "hype." He may want to think over major decisions before acting. He must be convinced that actions will produce the desired result.

Adrian likes having others initiate the conversation. He can then assess the situation and respond accordingly. He can be outgoing at times. Basically introverted, he will "engage" in social conversation when the occasion warrants. He does not enjoy confrontation for confrontation's sake. He feels he can win through patience and resolve. He may guard some information unless he is asked specific questions. He will not willingly share unless he is comfortable with the knowledge he possesses about the topic. Adrian usually is considerate, compassionate and accepting of others; however, on some occasions can become stubborn. Stubbornness surfaces when his ideals and beliefs are confronted. He likes to know what is expected of him 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. He is not easily triggered or explosive, but he may conceal some grievances because he doesn't always state his feelings. Rarely does he display his emotions; that is, he projects a good poker face. Others may get the feeling that he is unfriendly, when in reality he is not.

## STYLE: WHAT OTHERS MAY VALUE IN YOU

- Builds good relationships.
- Can make decisions without getting emotionally involved.
- Good at reconciling factions--is calming and adds stability.
- Suspicious of people with shallow ideas.
- Service-oriented.
- Consistent and steady.
- Objective and realistic.

## 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.*

- Dislike change if he feels the change is unwarranted.
- Not take action against those who challenge or break the rules or guidelines.
- Become resistive and indecisive when forced to act quickly. Without proper information he will resist in a passive-aggressive manner.
- Underestimate his abilities.
- Be dependent on others for decisions, even if he knows he is right.
- Take criticism of his work as a personal affront.
- Have difficulty establishing priorities. Have a tendency to make all things a number one priority--may have trouble meeting deadlines.

## 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.*

- Respect his quiet demeanor.
- Provide a friendly environment.
- Provide guarantees that his decision will minimize risks; give assurance that provides him with benefits.
- Watch carefully for possible areas of early disagreement or dissatisfaction.
- Present your case softly, nonthreateningly with a sincere tone of voice.
- Look for hurt feelings or personal reasons if you disagree.
- Give pros and cons on ideas.
- Define clearly (preferably in writing) individual contributions.
- Have the facts in logical order.
- Be prepared with the facts and figures.
- Use an unemotional approach.
- Provide details in writing.

## 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.*

- Manipulate or push him into agreeing because he probably won't fight back.
- Be vague; don't offer opinions and probabilities.
- Rush headlong into business or the agenda.
- Be abrupt and rapid.
- Be redundant.
- Overuse emotion.
- Leave things open to interpretation.
- Be superficial.
- Overuse gestures.
- Be domineering or demanding; don't threaten with position power.
- Keep deciding for him, or he'll lose initiative. Don't leave him without backup support.
- Be disorganized.

## 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.*

- Patient with and willing to listen to the feelings of others.
- Accommodating team member that brings balance to the organization.
- Loyal and consistent in using the resources he has been allocated.
- When stability is established, he can become entrepreneurial.
- He brings extreme detail and precision to the project in order to enhance the outcome.
- Lets his work demonstrate his uniqueness, rather than talking about himself.
- Expectations are clear, tangible and have a bottom-line focus.
- Asks questions others overlook in regards to the bottom-line.

## 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.*

- Dislikes unwarranted change in his environment because of the disruption of balance.
- If environment is shaken, he struggles to speak up to realign it.
- May never get a good plan off the ground if he feels rushed.
- May have difficulty breaking unwanted work-related habits for fear of wasting time.
- Feels a better job could be done if more focus was on the experience of the project.
- May feel his view is the only way and not see the subjectivity in his viewpoint.
- May over focus on the negative side of investments and, therefore, may miss the opportunity.
- May come off as someone who believes process is the only way to increase the bottom-line.

## STYLE: YOUR IDEAL WORK ENVIRONMENT

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

- Assignments that can be followed through to completion.
- Needs personal attention from his manager and compliments for each assignment well done.
- Ability to be direct and to-the-point with the appropriate return on investment data.
- Time to allow verification of return on investment, prior to making a change.
- A leader that appreciates and understands the value of team harmony and follow up and follow through.
- Permission to cross external boundaries in order to achieve personal creativity.

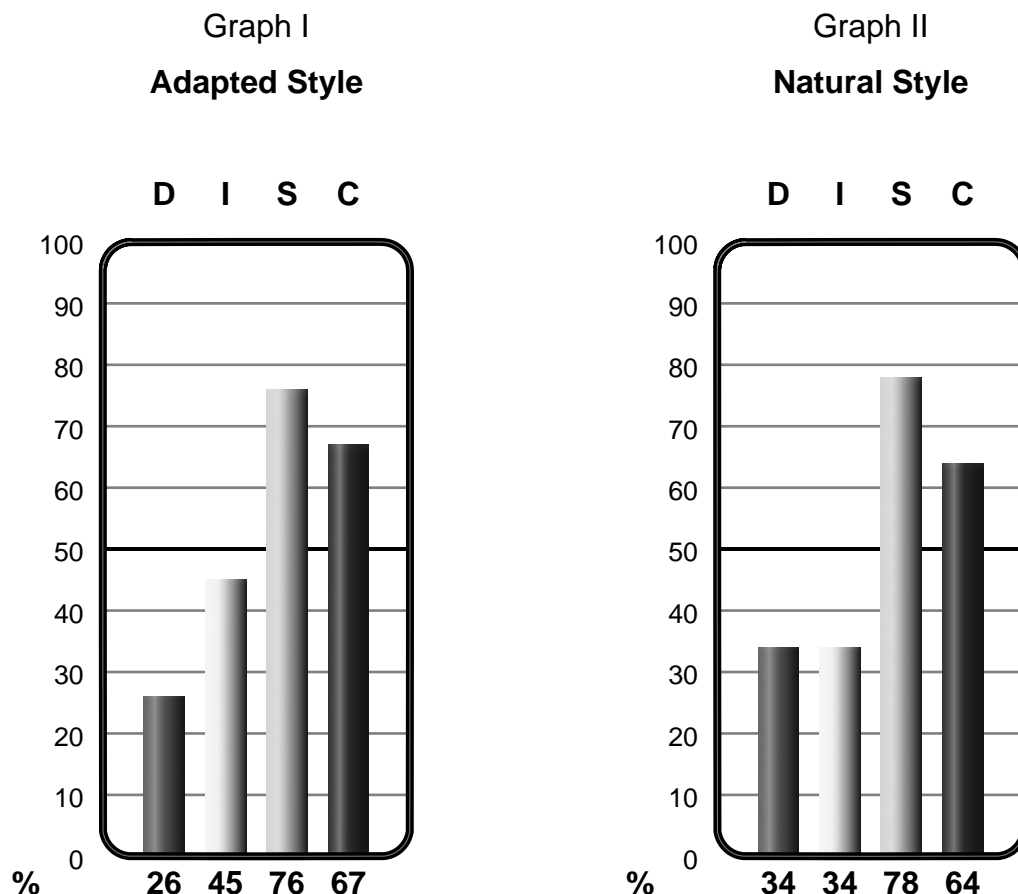
## STYLE: THINGS YOU MAY WANT FROM OTHERS

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

- Reassurance he is doing the job right.
- Constant appreciation, and a feeling of security on the team.
- Policies to follow that have previous evidence of achieving outcomes in which he is being held accountable for.
- Loyalty and commitment to be seen as a return on investment for the organization.
- Clearly defined start and finish points on each project or task.
- To have charts and information displayed for the purpose of function.

## 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.*



## 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:

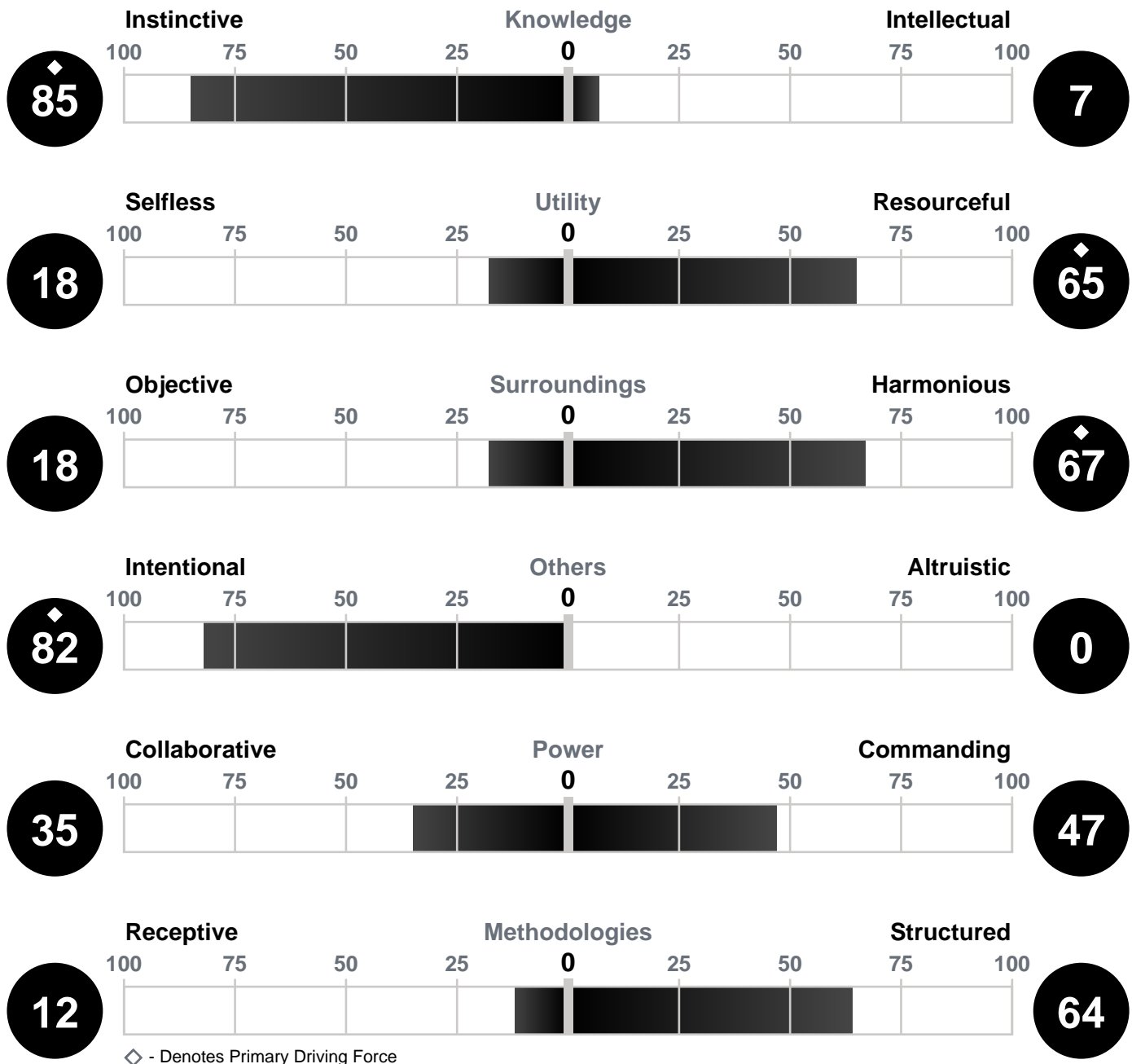
1. **Aesthetic** – Desire for form, harmony and beauty.
2. **Individualistic** – Desire for control, rank and power.
3. **Social** – Desire to help others and solve social problems.
4. **Theoretical** – Desire to learn for the sake of knowledge.
5. **Traditional** – Desire to live by a set of rules, 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](http://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 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.*

- Adrian looks for and appreciates the beauty in things.
- Form and harmony provide him with an experience to remember.
- Adrian uses his aesthetic talent to impress others.
- Adrian will evaluate things based on artistic beauty and usefulness.
- Decorating his surroundings so they are visually pleasing is enjoyable for Adrian.
- Dressing for success comes naturally to Adrian. He enjoys the latest designer clothes when he has the funds to purchase them.

## 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.*

- He will work long and hard to satisfy his needs.
- He evaluates things for their utility and economic return.
- Adrian tends to give freely of time and resources, but will want and expect a return on his investment.
- The accumulation of material possessions results from his ability to follow through and accomplish goals.
- Adrian is good at achieving goals.

## 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.*

- Adrian needs to be able to pick and choose the traditions and set of beliefs to which he will adhere.
- He will have strong beliefs within a system that he feels most comfortable with, and he will not be as strong in his beliefs or approach if he lacks that interest level.
- Adrian at times will evaluate others based on his rules for living.
- Adrian lets his conscience be his guide.

## 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.*

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

## 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.*

- Adrian will be torn if helping others proves to be detrimental to him.
- He will be firm in his decisions and not be swayed by unfortunate circumstances.
- Believing that hard work and persistence is within everyone's reach - he feels things must be earned, not given.
- Adrian is willing to help others if they are working as hard as possible to achieve their goals.
- He will not normally allow himself to be directed by others unless it will enhance his own self-interest.
- Adrian's passion in life will be found in one or two of the other dimensions discussed in this report.

## 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.*

- Adrian can be turned off by people who talk about things in detail if he has no interest in the subject.
- When required, Adrian will seek knowledge to better understand a particular situation.
- Adrian will not seek knowledge based on curiosity or just for the sake of knowledge.
- Adrian will use an instinctual approach to problem solving.
- Adrian will only read books that relate to his chosen field or special interests.
- He will attempt to take the practical approach and not over-analyze the process.
- For Adrian, personal experiences are a key factor in decision making.
- He may have a hobby or special interest that drives the need to know everything about a particular subject, such as computers, baseball scores, etc.
- Adrian will have a tendency to read only the articles in newspapers or magazines that appeal to his special interests.

## 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](http://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

Composition, Writing  
Dance  
Film and Television Production  
Interior Design  
Performing Arts, Theatre  
Photography and Studio Art  
Web Design, Web Administration

### Business

General Business

### Career and Technical

Building Inspector  
Carpentry  
Chef, Food Preparation  
Construction  
Drafting  
Electrician  
Electronics, Appliance Installation and Repair  
Home Maintenance and Repair  
Plumbing  
Trucking  
Welding

### Engineering

Civil Engineering

### Evolving Opportunities

Computer Graphics, Animation  
Desktop Publishing  
Graphic Design  
Online Marketing, Social Media  
Videography

### Other Career Paths

## NEXT STEPS: POSSIBLE DEGREE MATCHES

Apparel Fashion  
Technology Management, Information Systems



## 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
29-1131	4+	Veterinarian
29-1127	4+	Speech-Language Pathologist
29-1121	4+	Audiologist
29-1081	4+	Podiatrist
29-1071.01	4+	Anesthesiologist Assistant
29-1069	4+	Physician & Surgeon
29-1021	4+	Dentist
29-1011	4+	Chiropractor
27-1021	4+	Commercial & Industrial Designer
25-4012	4+	Curator
23-1011	4+	Lawyer
19-2042	4+	Geoscientist
19-2041	4+	Environmental Scientist & Specialist including Health
19-2012	4+	Physicist
19-1042	4+	Medical Scientist, except Epidemiologist
19-1031	4+	Conservation Scientist
19-1023	4+	Zoologist & Wildlife Biologist
17-2171	4+	Petroleum Engineer
17-2151	4+	Mining & Geological Engineer
17-2141	4+	Mechanical Engineer
17-2131	4+	Materials Engineer
17-2112	4+	Industrial Engineer
17-2111	4+	Health & Safety Engineer
17-2071	4+	Electrical Engineer
17-2051	4+	Civil Engineer
17-2011	4+	Aerospace Engineer
17-1012	4+	Landscape Architect

## NEXT STEPS: POSSIBLE CAREER IDEAS

17-1011	4+	Architect, Except Landscape & Naval
13-2031	4+	Budget Analyst
11-9141	4+	Property, Real Estate & Community Association Manager
11-9121	4+	Natural Science Manager
51-9081	4	Dental Lab Technician
51-9071	4	Jeweler, Precious Stone & Metal Worker
47-2161	4	Plasterer and Stucco Mason
29-2021	4	Dental Hygienist
29-1031	4	Dietician & Nutritionist
27-4021	4	Photographer
27-2042	4	Musician, Singer
27-2011	4	Actor & Actress
27-1025	4	Interior Designer
27-1024	4	Graphic Designer
17-3031	4	Surveying & Mapping Technician
17-3012	4	Electrical & Electronic Drafter
17-3011	4	Architectural & Civil Drafter
17-2199.10	4	Wind Energy Engineer
17-1021	4	Cartographer & Photogrammetrist
15-1071	4	Network & Computer Systems Administrator
15-1021	4	Computer Programmer
13-2051	4	Financial Analyst
13-2021	4	Real Estate Appraiser & Assessor of Real Estate
13-2011	4	Accountant & Auditor
47-2031	3-4	Carpenter
15-1099.00	2-4+	Computer Specialist, all other
15-1061	2-4+	Database Administrator
47-2141	2-4	Painter, Construction & Maintenance
41-1012	2-4	Manager, Supervisor, non retail
17-3025	2-4	Environmental Engineering Technician
11-9051	2-4	Food Service Manager
11-9011	2-4	Farm, Ranch & Other Agricultural Manager
27-4014	2+	Sound Engineering Technician
27-1014	2+	Artist & Animator, multi-media
53-2011	2	Airline Pilot, Copilot & Flight Engineer
51-9121	2	Coating, Painting, & Spraying Machine Setter, Operator & Tender
51-5023	2	Printing Machine Operator
49-3023	2	Automotive Service Technician
49-2097	2	Home Entertainment Installer & Repairer
47-4099.02	2	Solar Thermal Installer & Technician
39-9031	2	Fitness Trainer
39-6031	2	Flight Attendant
39-5011	2	Barber & Cosmetologist
31-9091	2	Dental Assistant

## NEXT STEPS: POSSIBLE CAREER IDEAS

31-9011	2	Massage Therapist
31-2022	2	Physical Therapist Aide
29-2081	2	Optician-Dispensing
27-4012	2	Broadcast Technician
53-3032	HS	Truck Driver, Heavy & Tractor-Trailer
47-4051	HS	Highway Maintenance Worker
47-2131	HS	Insulation Worker
47-2121	HS	Glazier
47-2081	HS	Drywall & Ceiling Tile Installer
47-2051	HS	Cement Mason, Concrete Finisher
47-2041	HS	Carpet Installer
47-2021	HS	Brick and Stone Mason
45-4011	HS	Forrest and Conservation Worker
45-3011	HS	Fisher and Fishing Vessel Operator
43-5061	HS	Production and Planning Clerk
43-4151	HS	Order Clerk
43-4041	HS	Credit Authorizer
43-3011	HS	Bill and Accounts Collector
33-9092	HS	Lifeguard, Ski Patrol other recreational protective service worker
27-1023	HS	Floral Designer

## STUDY TIPS

- Plan a block of time for studying - take 10-minute breaks every hour.
- Break your habit of studying alone and study or share new insights with friends.
- Quiz yourself and others about ideas you are learning.
- Don't listen so critically that you miss the intended ideas.
- Listen for ideas and think how they may apply to your future.
- Study in groups of two or more.
- Set realistic goals.
- Plan your study week on Sunday.
- Try new ways of learning.
- Put words you have trouble spelling on your mirror so you see them daily.
- Meditate and think positive thoughts before taking an exam.

## Strengths

Patient with and willing to listen to the feelings of others.

Accommodating team member that brings balance to the organization.

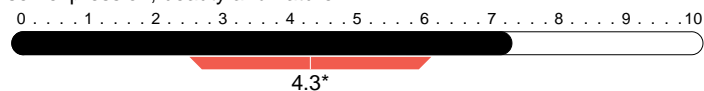
Loyal and consistent in using the resources he has been allocated.

When stability is established, he can become entrepreneurial.

He brings extreme detail and precision to the project in order to enhance the outcome.

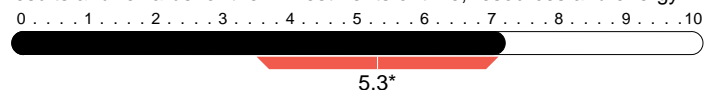
## Motivators

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



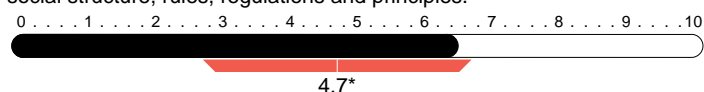
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**2. Utilitarian/Economic** - Rewards those who value practical accomplishments, results and rewards for their investments of time, resources and energy.



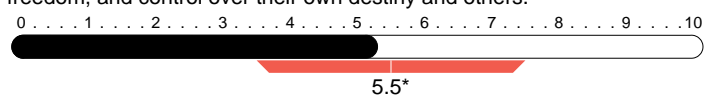
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**3. Traditional/Regulatory** - Rewards those who value traditions inherent in social structure, rules, regulations and principles.



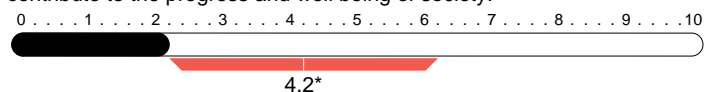
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**4. Individualistic/Political** - Rewards those who value personal recognition, freedom, and control over their own destiny and others.



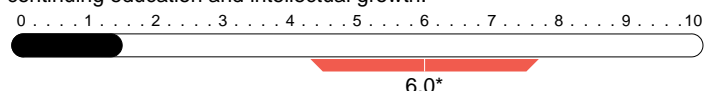
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**5. Social** - Rewards those who value opportunities to be of service to others and contribute to the progress and well being of society.

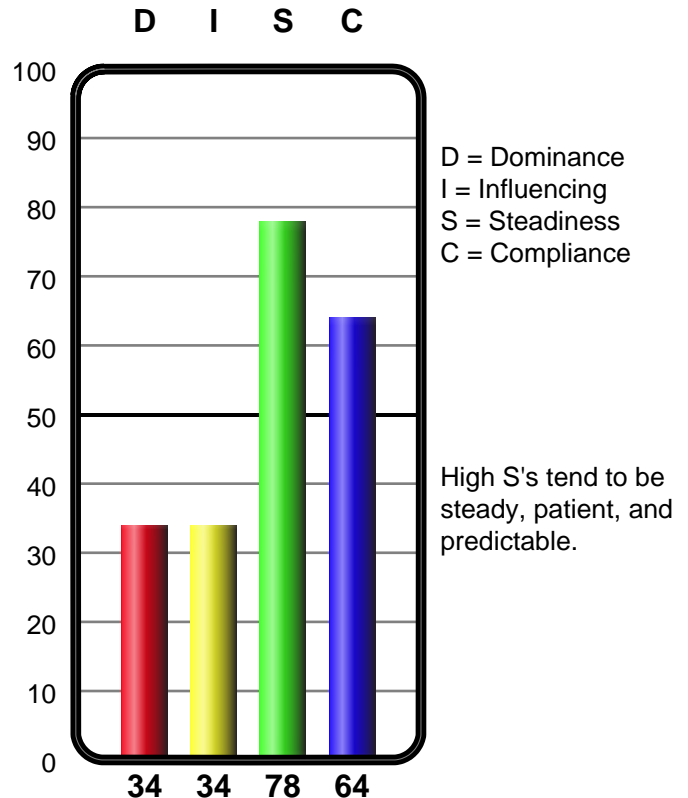


2.2

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



1.5



## Value to a Team

Service-oriented.

Patient and empathetic.

Can make decisions without getting emotionally involved.

Suspicious of people with shallow ideas.

People-oriented.

Dependable team player.