

Alberto Rojo
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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.

Alberto can be spontaneous and casual in familiar circumstances. The familiar atmosphere allows spontaneity when he is in his comfort zone. While he is usually considered as people-oriented, he does have a technical side. He is a team player but can also exhibit a desire for independence. When people are involved, he may not always be precise about the use of his time. Alberto is good at maintaining relationships both on and off the job. He manifests a caring and warm demeanor to the people in his life. Outwardly, he may appear to be totally accepting of others. He may, however, have deep convictions that are not apparent to others. Once Alberto 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. Others see him as a good neighbor, since he is always willing to help those he considers to be his friends. Alberto sometimes finds it difficult to relax until all the work is completed. Leisure time activities often include friends and family. When challenged, he becomes more objective.

Alberto is persistent and persevering in his approach to achieving goals. He finds making decisions easier when he knows that others he respects are doing the same thing; he then has a feeling of stability and "family." He prefers to plan his work and work his plan. Others may find it refreshing to have him on their team. He is good at analyzing situations that can be felt, touched, seen, heard, personally observed or experienced. His motto is, "facts are facts." Alberto can be sensitive to the feelings of others and is able to display real empathy for those who are experiencing difficulties. 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. He often thinks over major decisions before acting.

Alberto is quick to pick up on group dynamics and skilled in fitting in with a group. He brings both speaking and listening skills to the group. He likes a friendly, open style of communication. 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 will be open with those he trusts; however, reaching the required trust level may take time. Alberto usually is considerate, compassionate and accepting of others; however, on some occasions can become stubborn. Stubbornness surfaces when his ideals and beliefs are confronted.

STYLE: WHAT OTHERS MAY VALUE IN YOU

- Works for a leader and a cause.
- Dependable team player.
- Patient and empathetic.
- Builds good relationships.
- Service-oriented.
- Respect for authority and organizational structure.
- Adaptable.
- Turns confrontation into positives.

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.

- Avoid accountability by overstating the complexity of the situation.
- Not let others know where he stands on an issue.
- Hold a grudge if his personal beliefs are attacked.
- Be dependent on others for decisions, even if he knows he is right.
- Be defensive when risk is involved--move towards maintaining status quo.
- Become resistive and indecisive when forced to act quickly. Without proper information he will resist in a passive-aggressive manner.
- Need help in prioritizing new assignments.
- Not project a sense of urgency--others may not feel the pressure to help immediately.
- Yield to avoid controversy--attempt to avoid the antagonistic environment.

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.

- Support your communications with correct facts and data.
- Ask "how?" questions to draw his opinions.
- Provide personal assurances, clear, specific solutions with maximum guarantees.
- Present your case softly, nonthreateningly with a sincere tone of voice.
- Give him time to ask questions.
- Watch carefully for possible areas of early disagreement or dissatisfaction.
- Start, however briefly, with a personal comment. Break the ice.
- Use scheduled timetable when implementing new action.
- Take your time and be persistent.
- Take time to be sure that he is in agreement and understands what you said.
- Be prepared.

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.

- Keep deciding for him, or he'll lose initiative. Don't leave him without backup support.
- Patronize or demean him by using subtlety or incentive.
- Give your presentation in random order.
- Talk to him when you're extremely angry.
- Be haphazard.
- Push too hard, or be unrealistic with deadlines.
- Force him to respond quickly to your objectives. Don't say "Here's how I see it."
- Offer assurance and guarantees you can't fulfill.
- Be abrupt and rapid.
- Make promises you cannot deliver.
- Be domineering or demanding; don't threaten with position power.

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.

- Good listener when being presented with accurate facts and figures.
- Methodical and reliable researcher.
- Willing to be the support system behind the cause.
- Wants to methodically solve people-related problems that benefit the greater good.
- Looks for the positive side of every situation.
- Volunteers his knowledge on many subjects.
- Good at promoting causes that improve society.
- Great at generating excitement in others and getting people on board.

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.

- May withhold sharing of knowledge to meet his security needs.
- Will have difficulty in establishing priorities in learning new matters.
- May always place blame on himself.
- Sees change for change's sake as negative for himself and others.
- Will tend to elaborate on limited data.
- May present facts and figures with too much emotion.
- Would rather take responsibility for others' actions than have a difficult conversation with a direct report.
- Has trouble making difficult decisions that affect others.

STYLE: YOUR IDEAL WORK ENVIRONMENT

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

- Assignments with a high degree of people contacts.
- An environment in which he may deal with people on a personal, intimate basis.
- Time necessary to gather enough information in order to move forward.
- Information and time to make decisions.
- An environment where understanding and appreciating others is rewarded.
- An environment where interacting with others in an effort to help each person is rewarded.

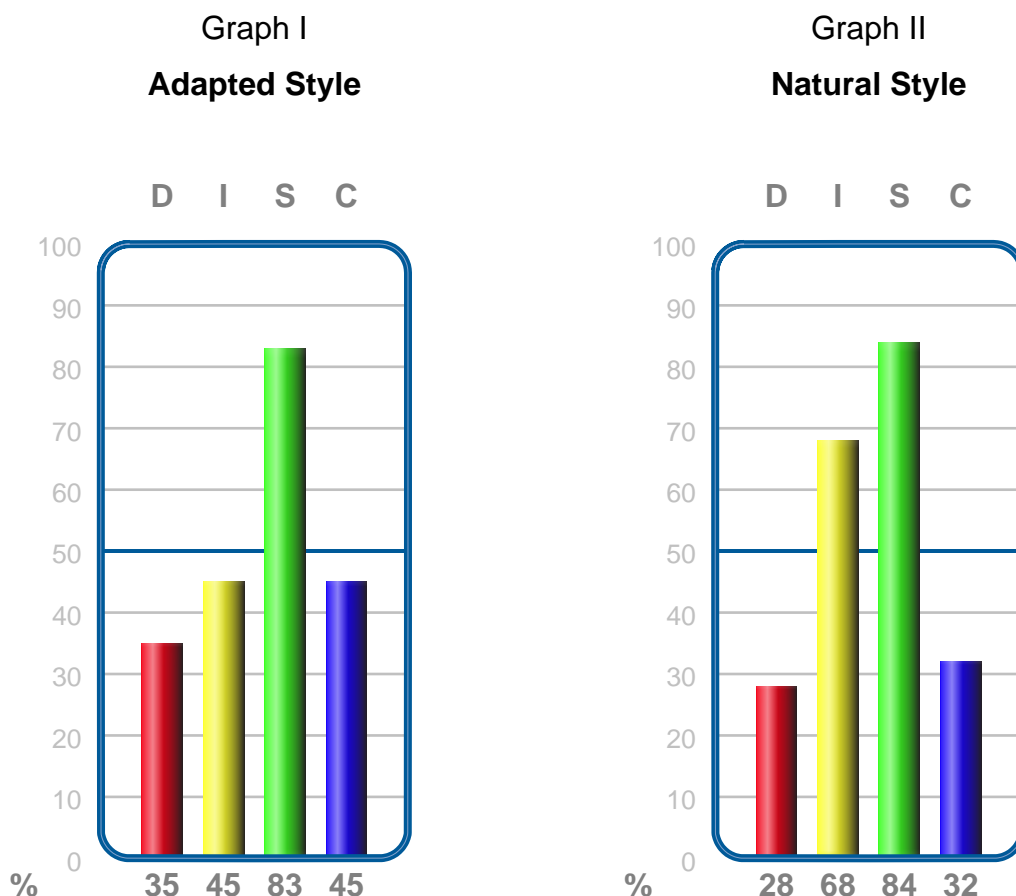
STYLE: THINGS YOU MAY WANT FROM OTHERS

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

- Public recognition of his ideas and results.
- Work assignments that provide opportunity for recognition.
- The time to research and layout information in a methodical way.
- To support others through the gathering and delivery of information.
- Support others in the organization's quest to make a difference.
- To be a part of the team that contributes to causes and helping others.

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:

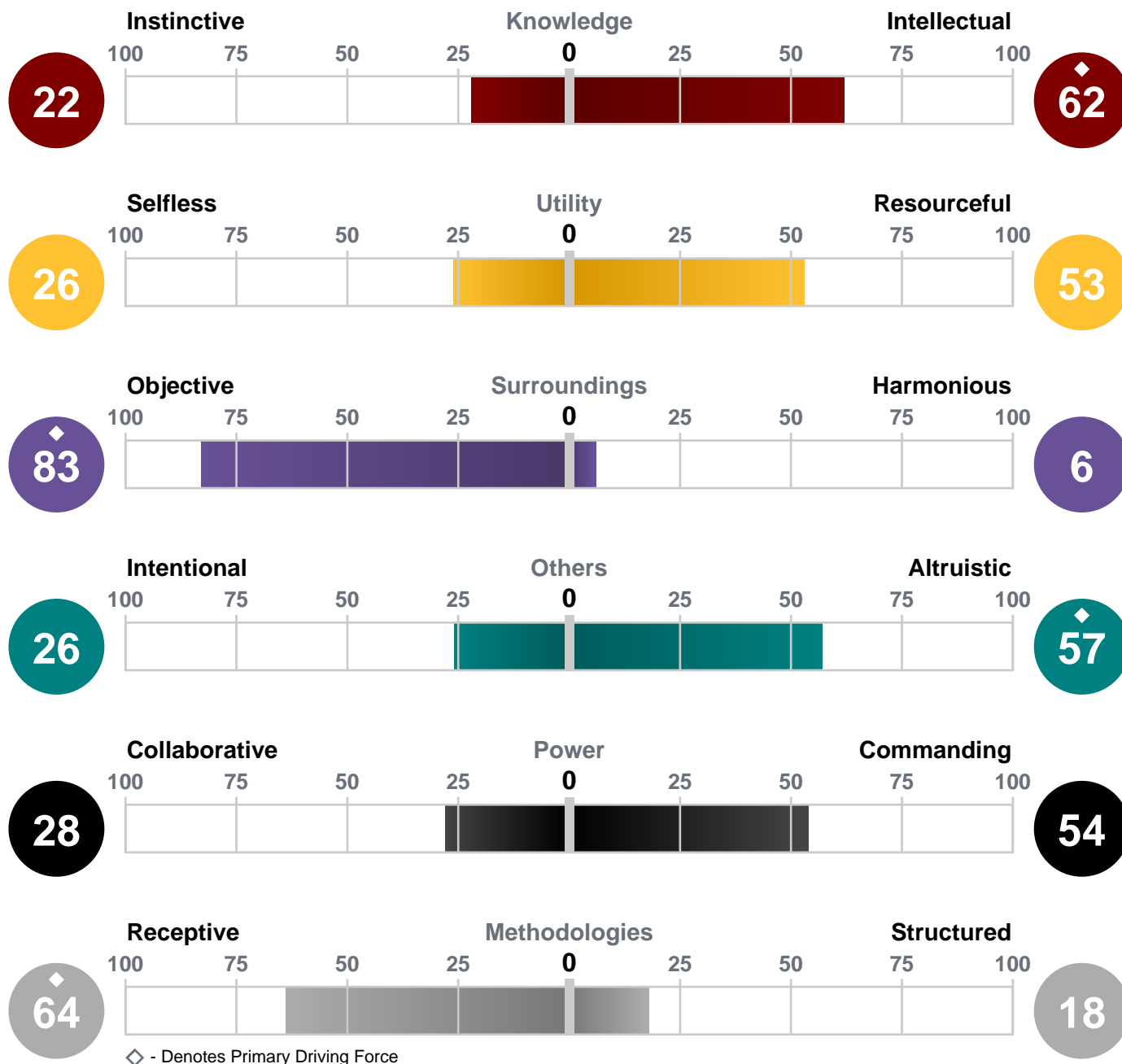
1. **Aesthetic** – Desire for form, harmony and beauty.
2. **Individualistic** – Desire for control, rank and power.
3. **Social** – Desire to help others and solve social problems.
4. **Theoretical** – Desire to learn for the sake of knowledge.
5. **Traditional** – Desire to live by a set of rules,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

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 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.

- Alberto is very good at integrating past knowledge to solve present problems.
- He will usually have the data to support his convictions.
- Alberto is comfortable around people who share his interest for knowledge and especially those people with similar convictions.
- A comfortable job for Alberto is one that challenges his knowledge.
- He may have difficulty putting down a good book.
- Alberto has the potential to become an expert in his chosen field.

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.

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

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.

- Alberto tends to give freely of time and resources, but will want and expect a return on his investment.
- He evaluates things for their utility and economic return.
- He will work long and hard to satisfy his needs.
- Alberto is good at achieving goals.
- He may use wealth as a yardstick to measure his work effort.
- Goals for the future are easily accomplished with his ability to integrate the past and the present.

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.

- 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 Alberto can be very competitive.
- He will evaluate each situation individually and determine how much or how little control he will want to exercise.
- Alberto can be assertive in meeting his needs.

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.

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

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.

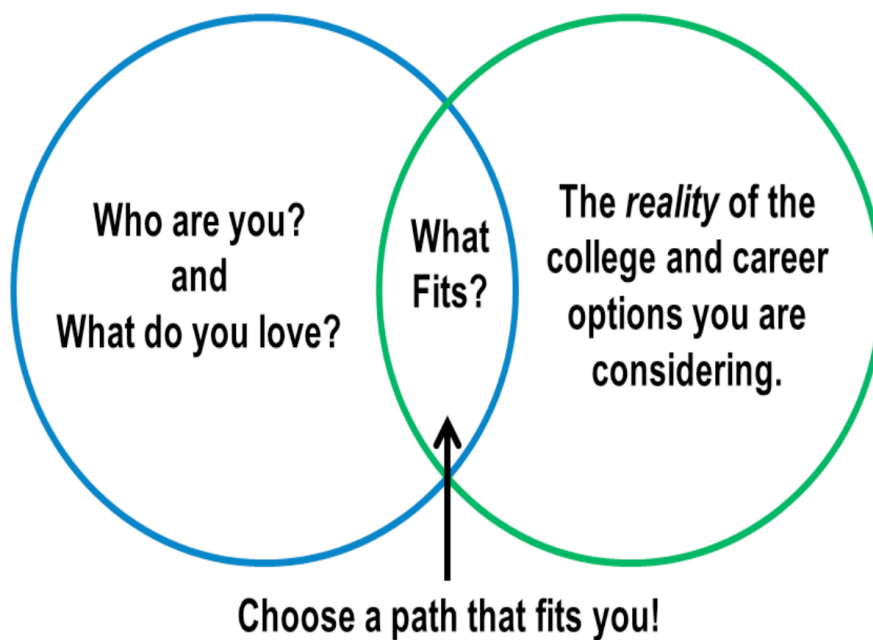
- He wants to take a practical approach to events.
- The utility of "something" is more important than its beauty, form and harmony.
- Alberto is not necessarily worried about form and beauty in his environment.
- He is a very practical person who is not sensitive to being in harmony with his surroundings.
- Intellectually, Alberto can see the need for beauty, but has difficulty buying the finer things in life.
- Unpleasant surroundings will not stifle his creativity.
- Alberto's passion in life will be found in one or two of the other motivators discussed in this report.

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

Economics

Career and Technical

Rehabilitation Therapy

Vehicle Maintenance and Repair

Engineering

Bio Engineering

Computer Engineering

Electrical Engineering

Materials Engineering

Environmental, Agriculture and Food

Agriculture and Farming

Natural Sciences

Evolving Opportunities

Biotechnology

Computer Programming

Ecommerce

Genetics, Reproductive Technology and Research

Health Technology

Medical Ethics

Nutrition and Diet Science

Peace and Conflict Resolution Studies

Health Sciences

Chiropractic Assistance

Human Development and Family Services

Optometry

Pre-Dental

Pre-Ophthalmology

Pre-Veterinary Medicine

Psychology

NEXT STEPS: POSSIBLE DEGREE MATCHES

Other Career Paths

Fitness and Exercise Science

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
29-2031	4+	Cardiovascular Technician
29-1127	4+	Speech-Language Pathologist
29-1126	4+	Respiratory Therapist
21-1029	4+	Social Worker
21-1019	4+	Counselor
19-3091	4+	Anthropologist & Archaeologist
19-3051	4+	Urban & Regional Planner
19-3041	4+	Sociologist
19-3031.02	4+	Psychologist
19-2043	4+	Hydrologist
41-3041	4	Travel Agent
29-2011	4	Medical & Clinical Lab Technician
25-2031	4	Teacher, Secondary
25-2022	4	Teacher, Middle School
25-1053	4	Teacher, Post-secondary Environmental Science
43-4051	2-4	Customer Service Representative
11-9061	2-4	Funeral Director
25-2011	2+	Teacher, Preschool
41-2031	2	Retail Salesperson
39-9032	2	Recreational Worker
31-9011	2	Massage Therapist
21-1093	HS-4	Social & Human Services Assistant
43-4171	HS	Receptionist and Information Clerk
43-4161	HS	Human Resources Assistant
43-4151	HS	Order Clerk
43-4081	HS	Hotel, Motel and Resort Clerk
41-9011	HS	Product Promoter & Demonstrator
41-2021	HS	Counter and Rental Clerk
41-2011	HS	Cashier
27-1023	HS	Floral Designer

NEXT STEPS: POSSIBLE CAREER IDEAS

STUDY TIPS

- Set realistic goals.
- Try new ways of learning.
- Quiz yourself and others about ideas you are learning.
- Study in groups of two or more.
- Study and review notes just before class starts.
- Ask questions about things for which you are unsure.
- Don't let others intrude upon your study time.
- Meditate and think positive thoughts before taking an exam.
- Put words you have trouble spelling on your mirror so you see them daily.
- Study or review notes before each class starts.
- Plan a block of time for studying - take 10-minute breaks every hour.
- Identify the time of day you feel best and try to fit studying into these hours.

Strengths

Good listener when being presented with accurate facts and figures.

Methodical and reliable researcher.

Willing to be the support system behind the cause.

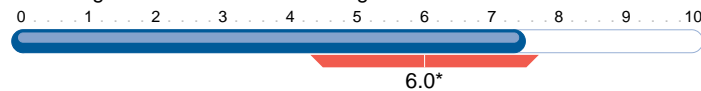
Wants to methodically solve people-related problems that benefit the greater good.

Looks for the positive side of every situation.

Good at promoting causes that improve society.

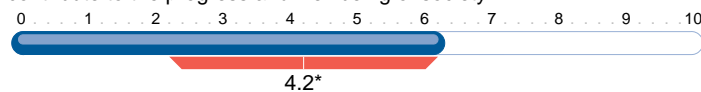
Motivators

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



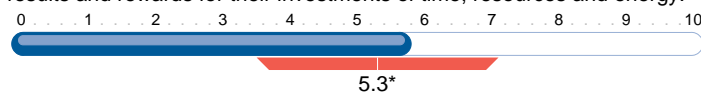
7.5

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



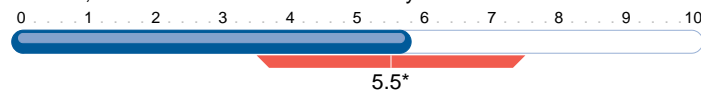
6.3

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



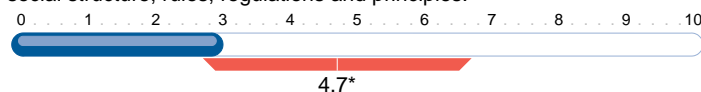
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4. Individualistic/Political - Rewards those who value personal recognition, freedom, and control over their own destiny and others.



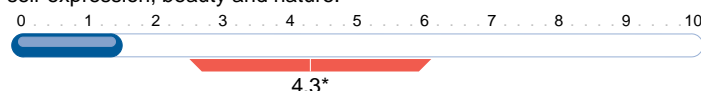
5.8

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

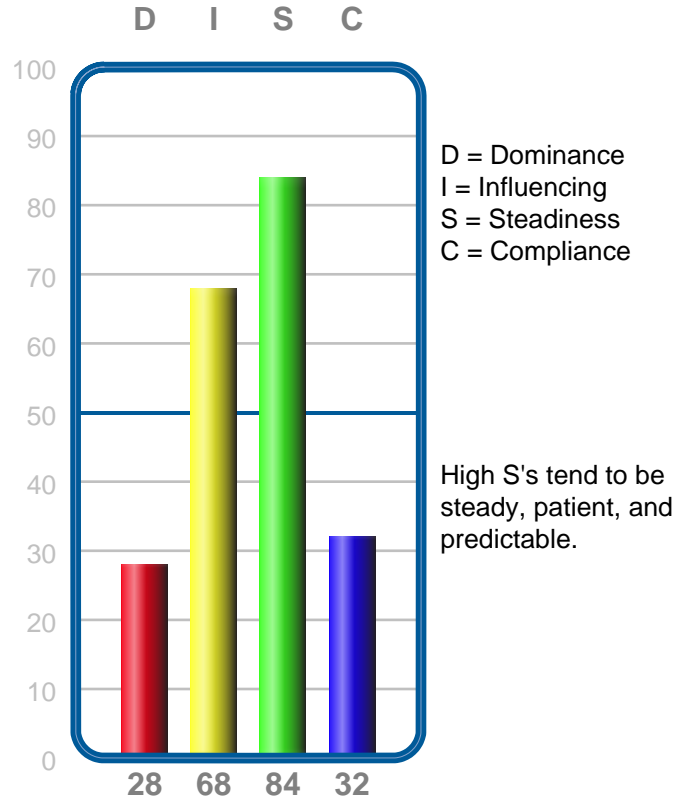


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6. Aesthetic - Rewards those who value balance in their lives, creative self-expression, beauty and nature.



1.5



Value to a Team

Works for a leader and a cause.

Flexible.

Service-oriented.

Patient and empathetic.

Adaptable.

Respect for authority and organizational structure.