

EMERGENETICS® | PROFILE

Adam Beatty - August 26, 2025

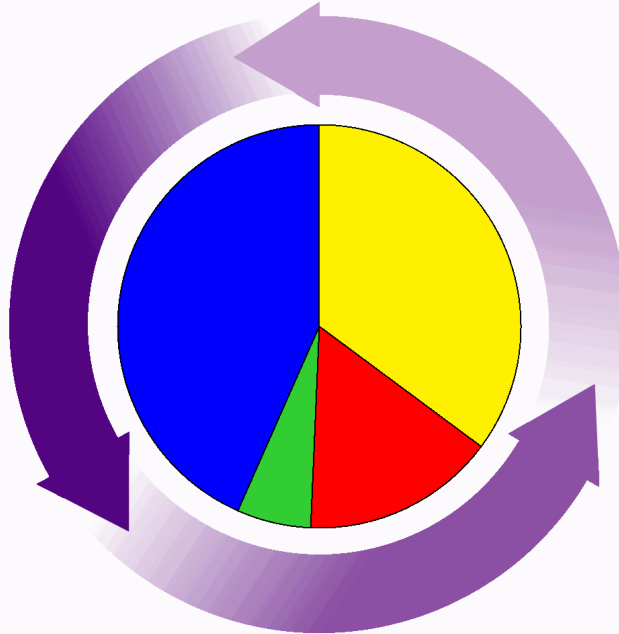
How You Think: Percentages

ANALYTICAL = 43%

- Clear thinker
- Logical problem solver
- Data driven
- Rational
- Learns by mental analysis

STRUCTURAL = 6%

- Practical thinker
- Likes guidelines
- Cautious of new ideas
- Predictable
- Learns by doing



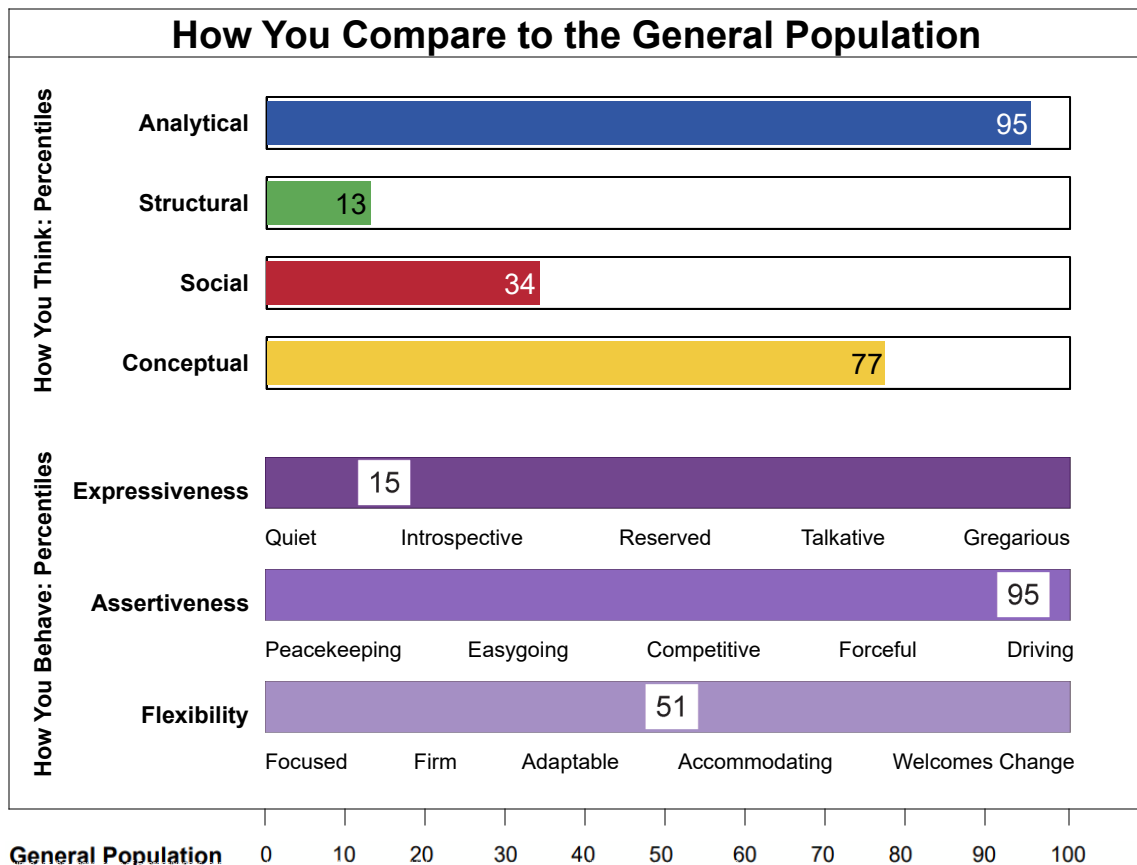
CONCEPTUAL = 35%

- Imaginative
- Intuitive about ideas
- Visionary
- Enjoys the unusual
- Learns by experimenting

SOCIAL = 16%

- Relational
- Intuitive about people
- Socially aware
- Empathic
- Learns from others

How You Compare to the General Population



Adam Beatty

EMERGENETICS®



NARRATIVE REPORT

An individualized guide to your Emergenetics Profile

THINKING WITHOUT BOUNDARIES

www.emergenetics.com

North America | Asia | Europe



9/2/2025

Congratulations, **Adam Beatty**! You are holding in your hands your unique Emergenetics Profile, the key to understanding your innate strengths. Go with them, and you'll be happier, more satisfied, and more productive.

People are amazingly complex, and it is difficult to interpret an Emergenetics Profile in just a few pages, so please keep in mind that the following summary is an accurate yet broad description of you. As you read about your unique Emergenetics results, please remember that they do not reflect your intelligence, or your ability to perform certain tasks. Also, remember that your Profile is unique, and any result is fine.

Your Emergenetics scores are confidential, and we would never share them with anyone without your permission. Whether or not you share your Profile with others is up to you. However, in my experience, people learn a great deal when they share their preferences with others.

Remember, by understanding and appreciating your Emergenetics preferences, you'll have more complete knowledge of yourself at home, at work, and throughout your daily life.

If you would like more information about Emergenetics, please read my book *Emergenetics: Tap Into the New Science of Success*, or visit www.emergenetics.com.

Sincerely,

Geil Browning, Ph.D.
Founder and CEO
Emergenetics International

UNDERSTANDING YOUR EMERGENETICS PROFILE

Emergenetics: The Science of Identifying Your Individual Preferences

Emergenetics is a combination of characteristics that emerge from your life experiences, plus the genetics with which you were born. We have scientifically determined that each individual's temperament can be described in terms of three Behavioral Attributes and four Thinking Attributes. Each of your attributes is shown along a spectrum. Whether you are at one end of the spectrum for an attribute or the other – or in the middle – you are perfect the way you are!

One of the exciting aspects of Emergenetics is that it allows for infinite variations among different people. The seven Behavioral and Thinking attributes can be mixed and matched at different levels to accurately describe anyone.

You are able to use all the Behavioral and Thinking Attributes, but some of them come more naturally to you than others. Everyone has a natural comfort level with each attribute that is reflected in her or his Emergenetics Profile. It is possible to “stretch” attributes like a rubber band when necessary, but operating outside your comfort level takes more energy and will tire you out more quickly.

The Emergenetics Attributes Defined

The Behavioral Attributes

The Behavioral Attributes are what people see first about you.

Expressiveness is your level of participation in social situations. Your degree of Expressiveness indicates how much interest you show in others and in the world around you. Expressiveness is sharing what you are experiencing on the inside with the outside world. People who are at the quiet end of the spectrum for Expressiveness will sit sedately in a meeting, and listen more than they talk. They are considered reserved, pensive, and calm. They avoid the spotlight, keep their feelings to themselves, and are energized by solitude. People who are at the gregarious end of the spectrum for Expressiveness are just the opposite! You can't miss them in a meeting, since they are dynamic, talkative, and lively. They are considered outgoing, animated, and spontaneous. They seek attention, and are energized by interacting with others.

Assertiveness is your level of interest in controlling tasks and results. Your degree of Assertiveness reflects the

amount of energy you invest in expressing your thoughts, feelings and beliefs. People who are at the peacekeeping end of the spectrum for Assertiveness will wait patiently and politely for an elevator. They are considered amiable, deliberate, and diplomatic. On the other hand, people who are at the telling end of the spectrum for Assertiveness push the elevator button repeatedly, as if that will make it come faster. They are considered competitive, forceful, and tough. They are ready for action, and prefer a fast pace.

Flexibility measures your willingness to accommodate the thoughts and actions of others. Your degree of Flexibility reflects how much you are willing to conform and flex with the interpersonal needs of others. People who are at the focused end of the spectrum for Flexibility believe they are right and prefer to be in control of others. They are considered firm, intent, and absolute. They have strong opinions and prefer to stay on track. At the other end of the spectrum, people who are at the accommodating end of the spectrum for Flexibility are receptive, easygoing, and adaptable. They don't mind interruptions, ambiguity, or change. They see all points of view, and are accepting of other people's ideas.

The Thinking Attributes

People can't see the way you think, and what is going on in your head may be very mysterious to them.

Analytical thinking is rational, inquiring, and clear. The Analytical part of the brain wants to see data and research. People with a preference for Analytical thought are considered logical, cogent, and objective. They can appreciate the scientific method, and they learn by mental analysis.

Structural thinking is detailed, practical, and methodical. The Structural part of the brain follows rules and is cautious of new ideas. People with a preference for Structural thought are considered disciplined, organized, and traditional. They like guidelines, and they learn by doing.

Social thinking is relational, collaborative, empathic, and supportive. The Social part of the brain is team-oriented and socially aware. People with a preference for Social thought are considered connectors and are sensitive to the feelings and ideas of others. They are intuitive about people, and they learn from others.

Conceptual thinking is imaginative, unconventional, and visionary. The Conceptual part of the brain likes change and is easily bored. People with a preference for Conceptual thought are considered inventive, original, and innovative. They are intuitive about ideas, and they learn by experimenting.

When you have a preference for a particular Thinking Attribute, that means it plays a prominent role in your thinking processes. 92% of the population has more than one thinking preference.

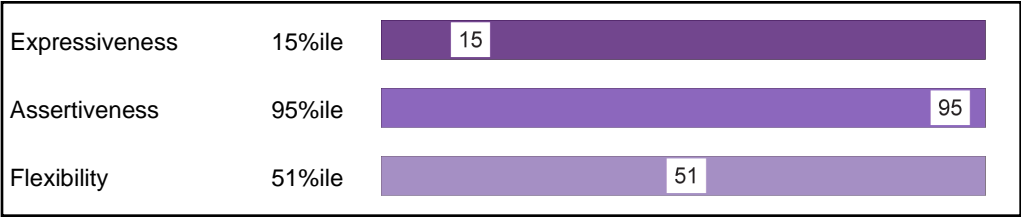
Your Emergenetics Profile

The Emergenetics Profile has three important parts: a bar chart illustrating your Behavioral Attributes, a bar chart illustrating your Thinking Attributes, and a pie chart that compares your Thinking Attributes to each other. Let's take a look at your Profile, and what it says about you.

How Do You Behave?

The Behavioral Attributes Bar Chart: The Percentiles

Bar charts in shades of purple illustrate your Behavioral Attributes in percentiles. You can see at a glance the extent to which you exhibit Expressiveness, Assertiveness, and Flexibility. The bars also show how your results compare to the population at large.

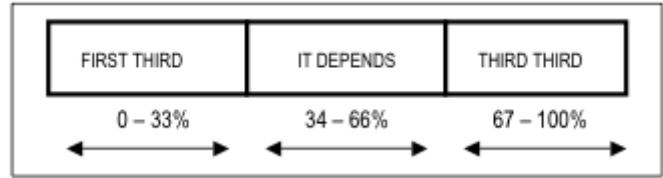


For example, you rank in the 15 percentile in Expressiveness. Imagine a room full of 100 people – including you – who represent Expressiveness in the population at large. To your left are the people who exhibit Expressiveness in a quieter way than you do, and to your right are the people who exhibit Expressiveness in a more gregarious way than you do. There are 14 people to your left, and 85 people to your right.

Similarly, we look at the other two behavioral attributes in the same way. You rank in the 95 percentile for Assertiveness, which means there will be 94 people to your left and 5 people to your right. You rank in the 51 percentile for Flexibility, so there will be 50 people to your left, and 49 to your right.

The Behavioral Attributes in Action: “The Thirds”

Your responses to the Emergenetics Questionnaire place you on a particular point on the spectrum for each Behavioral Attribute. Each spectrum is divided into thirds to characterize your behavioral preferences. Each of your behavioral preferences is either in first-third of the population (0-33%ile), second-third of the population (34-66%ile), or third-third of the population (67-100%ile). The bar charts are very important in helping you understand how long you prefer to operate in any one mode. Although people are capable of behaving out of character, preferences generally hover around the first-third, second-third or third-third of the spectrum.



Let’s say your friend is in the first-third for Flexibility. Some days she will be at the sixth percentile point, and some days at the thirty-second percentile point, but her comfort level is generally first-third. It’s rare for her to jump from the sixth percentile point to the ninety-fifth percentile point. If that happens, her behavior will seem “out of character,” and she will be exhausted later. If your scores fall in the second-third, our research shows you can adapt to any situation. We call this the “it depends” group. You can go either way, depending on the circumstances.

Almost a Preference:

It is possible for a Behavioral Attribute to be a near preference. If your preference is close to a cut-off point, you may sometimes behave as if you belong in the adjacent third.

For example, if you are in the 66th percentile for Expressiveness, you are almost in the third-third. Sometimes you will behave in a gregarious way. Similarly, if you are in the 34th percentile for Expressiveness, you are very close to being in the first-third. Behaving in a quiet way would not be out of character for you. In this report we mostly will discuss the behaviors that are at the first-third and third-third ends of each spectrum.

What Does Your Profile Say About Your Behavioral Attributes?

Your behavioral percentiles are as follows: **Expressiveness** (15%), **Assertiveness** (95%), and **Flexibility** (51%).

- Because your level of **Expressiveness** is in the first third, you are probably calm, thoughtful and quiet. In general, you probably keep your thoughts to yourself, your facial expressions may be stoic, and you can maintain confidential information easily. You may learn by listening and reflecting. You don't waste words, and you tend to think before you speak. You may be less dependent on others for your own amusement. You generally prefer one-on-one conversations or small gatherings over participating in large groups. In group situations, you hope you won't be singled out. If you must spend prolonged periods of time with people, you may eventually need to retreat to privacy, which you find energizing. Because you are generally reserved, you may be perceived as less emotional (which may or may not be the case). Sometimes you may be so quiet that you may not realize other people cannot readily perceive what you are thinking. When you are working in a team, you are often the calming influence on those around you.
- Because your level of **Assertiveness** is in the third third, you are probably determined, driving, and telling. You generally don't mind handling uncertain situations, and you may enjoy being in charge. As a rule, you voice your opinions and concerns willingly. You probably prefer a fast pace and like to accomplish your goals in a timely manner. You may enjoy debating, and you tend to try to convince other people about the superiority of your point of view. When this happens, your voice may get louder. You can be direct, confrontational, and challenging.
- Because your level of **Flexibility** is second third, you are in the "It Depends" group. You may behave in a more easygoing manner, or you may take a firm position. Depending on the situation and your companions, you decide how much energy you want to put into being affable and easygoing, or determined and controlling.

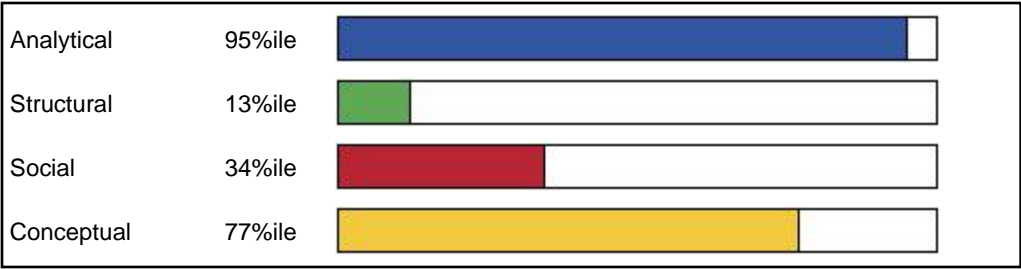
How Your Behavioral Attributes Work Together

Let's say you are with a group that is trying to decide where to go for lunch. The choice is between two nearby restaurants — Indian or Chinese. Your preference is for Chinese, but because you are in the second third for Flexibility, you do not consider this a life-or-death issue. If there are other members of the group who are absolutely set against Chinese food, you can graciously let them have their way. Because you are in the third third for Assertiveness, you probably make it clear to the group that your first choice is for Chinese food. Since you are in the first third for Expressiveness, you may not go on at length about this. If the opportunity arises for you to simply shepherd the group to the Chinese restaurant, you'll take it. Because of your combination of Assertiveness and Expressiveness, you often manage to get things to go your way with a minimum of commotion.

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How Do You Think?

The Thinking Attributes Bar Chart: The Percentiles



Bar charts in four colors show your Thinking Attributes in percentiles. **Analytical** thinking is shown in Blue, **Structural** thinking in Green, **Social** thinking in Red, and **Conceptual** thinking in Yellow. You can see at a glance the amount of energy you invest in Analytical, Structural, Social, and Conceptual thinking. The bars also show how your individual results compare to the population at large.

You rank in the 95 percentile in Analytical thinking. As you did for the Behavioral Attributes, imagine a room full of 100 people – including you – who represent Analytical thinking in the population at large. To your left are the people who exhibit Analytical thinking less than you do, and to your right are the people who exhibit it more than you do. There are 94 people to your left, and 5 people to your right.

Similarly, you rank in the 13 percentile in Structural thinking. This means there would be 12 people to your left who favor Structural thinking less than you do, and 87 people to your right who favor Structural thinking more than you do.

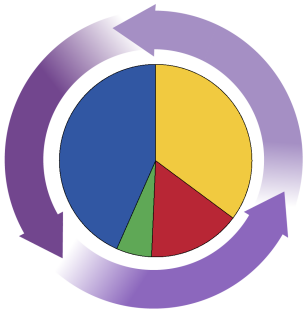
You rank in the 34 percentile in Social thinking, so this time you have 33 people to your left, and 66 to your right. In Conceptual thinking, you rank in the 77 percentile, so there are 76 people to your left who use Conceptual thinking less than you do, and 23 people to your right who use Conceptual thinking more than you do.

The Thinking Attributes in Action: The Pie Chart

The Pie Chart colored in **Blue, Green, Red, and Yellow** is derived from your percentiles, and illustrates how your thinking preferences compare to each other. It reflects, in percentages, the extent to which you rely on the four Thinking Attributes. Our data analysis concluded that for the Thinking Attributes, any percentages 23% or greater indicate a preference. (The purple ring around the pie chart is just a reminder that your Behavioral Attributes are what people see first about you. They are visible on the outside, but your Thinking Attributes are tucked inside your brain and not obvious to others.)

Almost a Preference:

If your percentage for a Thinking Attribute almost reaches 23%, this is nearly a preference. The attribute influences your thinking, but is not a bona fide preference. To illustrate this concept, think of boiling water. Water boils at 100 degrees Celsius (212° Fahrenheit). At 99 degrees (211°F), it is simmering. We consider 22% *almost* a preference.



What Does Your Profile Say About Your Thinking Attributes?



Your Preferred Thinking Attributes: **Analytical** and **Conceptual**

Your Motto: "I see the forest."

You have a bi-modal Profile, meaning you have two thinking preferences (each 23% or greater). Your pie chart illustrates your preferences for **Analytical** thinking (43%) and **Conceptual** thinking (35%). The Analytical/Conceptual combination is found in 11% of the population at large.

You probably excel at abstract thinking and see the forest (for example, entire systems) instead of individual trees (details). You are in something of a dilemma, since your Analytical thinking, which is logical, analytical, and clear, is at odds with your Conceptual thinking, which is imaginary, visionary, and intuitive. At times, it can be hard for you to balance both types of thinking simultaneously. Both are theoretical, but Analytical thinking is step-by-step, while Conceptual thinking often comes in bursts of inspiration. But each preference can also help balance the other—the blue “tethers the yellow” in rationality...conceptually, you don’t take an idea too far without ensuring that it’s rational. Additionally, this can be a powerful combination because the Analytical part of your brain can translate to the outside world what the Conceptual part of your brain is thinking.

You probably do not let your emotions interfere with your thought processes. Because you often have your head in abstract ideas and concepts and because you are probably content to work independently, you run the risk of being perceived as unfriendly.

Some people with this Profile have a difficult time relating to other employees. More often than not, they believe they are “smarter” than the average person. Others tend to agree and may find them intimidating. After one of my associates offered this description to an audience at a seminar, several people from the audience with Analytical/Conceptual Profiles came up to him and said, “We take umbrage at your statement. We do not think we are smarter than most people, we know we are!”

While you can excel in any profession, your work probably involves big-picture thinking that is backed by facts, research, and data. You have the kind of brain that could help a creative team stay on budget or invent a computer system for an art gallery.

You do not have a preference (23% or greater) for **Structural** thinking (6%) or **Social** thinking (16%). This means your thinking preferences are not concrete. A corporate culture that has lots of rules and regulations may not be the ideal work environment for you. You are not especially concerned with details, which you find tiresome, or with the human side of your ideas.

How Your Thinking Attributes Work Together

Let’s say you inherited a large sum of money and have an opportunity to take your dream vacation. The Analytical part of your brain would want to get the best possible value for your money, while the Conceptual part of your brain would resist making any plans at all. You would be more interested in “where?” than “with whom?” You might choose an unusual or adventurous destination, document your trip with photos and written observations, then create an unusual travel diary for your own enjoyment.

How Do the Behavioral Attributes and the Thinking Attributes Work Together?

It’s very important to remember that the Behavioral Attributes determine how you put your Thinking Attributes into action. For example, people with a preference for Social thinking like being around other people. But having a Social preference does not automatically make someone the life of the party. For those in the first third of Expressiveness, a small group is great. For those in the third third of Expressiveness, the more the merrier!

Let’s turn this example around a bit. Imagine people who are in the third third for Expressiveness, but who do not have a preference for Social thought. They might be wonderful actors, fascinating lecturers, or animated debaters. But when you are having a conversation with them, you may find them talkative but not relational - that is, you don’t get the feeling you are really connecting with them. Without a Social preference, their mind is on other things - literally. It’s not personal. It’s preference!

Your Profile in Action

You have **Analytical** and **Conceptual** thinking preferences, with first third **Expressiveness**, third third **Assertiveness**, and second third **Flexibility**. What does this Profile mean for you?

Your preference for Analytical thinking suggests thought processes that are theoretical, rational, and skeptical. Your Analytical brain is inquisitive and always wants answers, so you are likely to pursue topics until you are satisfied that you have the correct information. You probably prefer conclusions that are backed up with data and research. Your preference for Conceptual thinking implies thought processes that are unusual and visionary. You probably base your decisions at least in part on intuition and sheer inspiration. You may surprise people by being rational and serious, and then showing a glimpse of your imaginative side. Both of your thinking preferences are associated with abstract thought, which suggests you are more interested in systems and concepts, and less likely to bother with practical, concrete details or interpersonal connections. When you harness your Analytical and Conceptual preferences together, you come up with elegant solutions that are fresh, yet based on established data. Certain people may find some of your Conceptual ideas too far “out there”; however, you can use your Analytical preference to translate these ideas into terms everyone understands. When you are making a big decision, remember to get input from people with Structural and Social preferences in order to consider all perspectives.

Your level of Expressiveness suggests that you are generally calm and reserved. Your level of Assertiveness implies that you are driving and direct. There is a lot riding on your level of Flexibility, which is in the “It Depends” range. Depending on the circumstances, you decide how much energy you want to put into being focused (first third Flexibility) or open-minded (third third Flexibility). When you have a strong agenda, you may combine your natural Assertiveness with first third Flexibility. Then you have the Profile of someone quiet, strong, and determined – the kind of person who probably accomplishes a great deal “under the radar.” When you are in this mode, you have no problem stating your opinions, but you probably make your views known quietly. People who wish to get things done will want you on their side! Since you usually have strong opinions, others may not be too surprised when you take charge. On the other hand, you may choose to kick back and relax with third third Flexibility and allow others to provide your direction.

As a leader, you may prefer to get the job done with a minimum amount of discussion. You generally prefer a fast pace and think theoretically. As an Analytical and Conceptual thinker, you can be intimidating, as you are not afraid to ask tough questions, even if doing so puts others on the spot. You probably have a vision that extends far into the future, and you expect others to share your enthusiasm for the overall concept or goal. Keep in mind that your preference for abstract thought may make it hard for some people to understand what you expect of them, so it is important to utilize your ability to adapt your behaviors to convey your true intentions.

Please remember that there are no “right” or “wrong” Emergenetics results, and that your Profile does not indicate how capable you are at any specific activity. You are unique, and your Profile is wonderful the way it is.

Talk to Us!

We would like to hear from you. Please contact your Emergenetics Associate or email the Emergenetics International office at brains@emergenetics.com with your observations, suggestions, and comments.

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