

Interpreting Your Scores

Transfer your scores to each bar of the scoring sheet by circling the appropriate numbers on each side of the black square on the first half of the profile sheet. Then on each bar, darken the area between your two scores to see what your style looks like. Is the bar centered or biased toward one side? (Usually people have a clear bias). And is the bar short, indicating a lack of flexibility, or is it long, indicating you can use both styles? (Usually bars are fairly short.)

Next, transfer your customer's scores to the second half of the profile sheet. Darken the areas between scores to draw the customer's bars, just as you did your own.

Your Profile

Random

Sequential

25 23 21 19 15 13 11 9 7 5 □ 5 7 9 11 13 15 19 21 23 25

How do you think?

Divergent

Convergent

25 23 21 19 15 13 11 9 7 5 □ 5 7 9 11 13 15 19 21 23 25

What do you think about?

Private

Public

25 23 21 19 15 13 11 9 7 5 □ 5 7 9 11 13 15 19 21 23 25

Do others use up or give you energy?

Receptive

Expressive

25 23 21 19 15 13 11 9 7 5 □ 5 7 9 11 13 15 19 21 23 25

Do you tend to listen or talk more?

Your Customer's Profile

Random

Sequential

25 23 21 19 15 13 11 9 7 5 ☐ 5 7 9 11 13 15 19 21 23 25

How does customer think?

Divergent

Convergent

25 23 21 19 15 13 11 9 7 5 ☐ 5 7 9 11 13 15 19 21 23 25

What does customer think about?

Private

Public

25 23 21 19 15 13 11 9 7 5 ☐ 5 7 9 11 13 15 19 21 23 25

Do others use up or give customer energy?

Receptive

Expressive

25 23 21 19 15 13 11 9 7 5 ☐ 5 7 9 11 13 15 19 21 23 25

Does customer tend to listen or talk more?