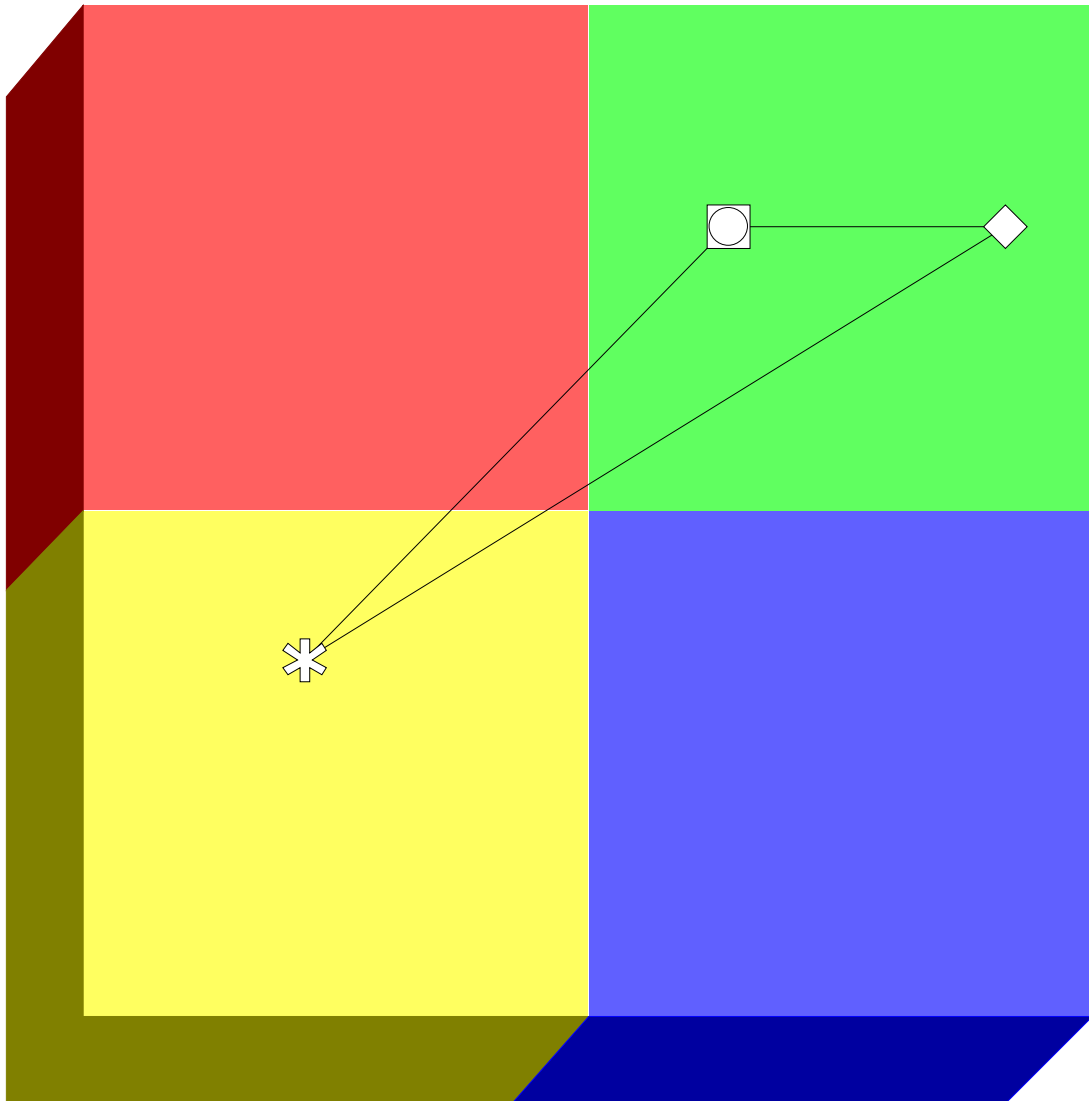


LIFE STYLE GRID[®]

for

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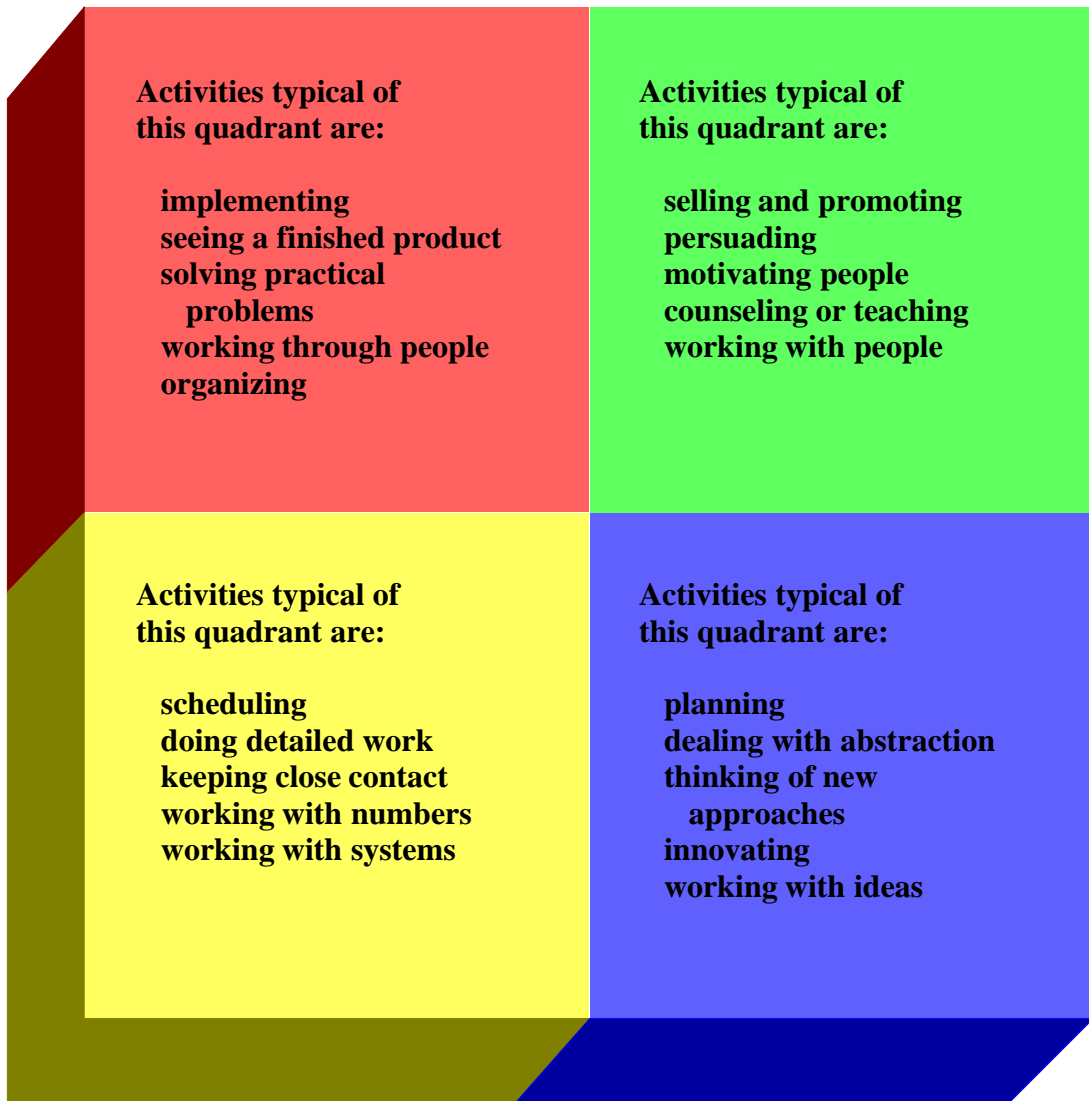
This is your **Life Style Grid Report**. It tells you the kinds of activities you're **interested** in, your **usual** style, your **needs**, and what is likely to happen to you under **stress**. In addition, it shows how you compare with other people in these areas. Use this information to help you **reach your personal and work goals, increase your productivity and build greater team effectiveness**.



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Page 1: Interests

The Asterisk is used to describe the activities people prefer. Activities towards the top of the Grid emphasize direct involvement (with a task or with people). Activities towards the left of the Grid emphasize the task rather than the people who do the task.



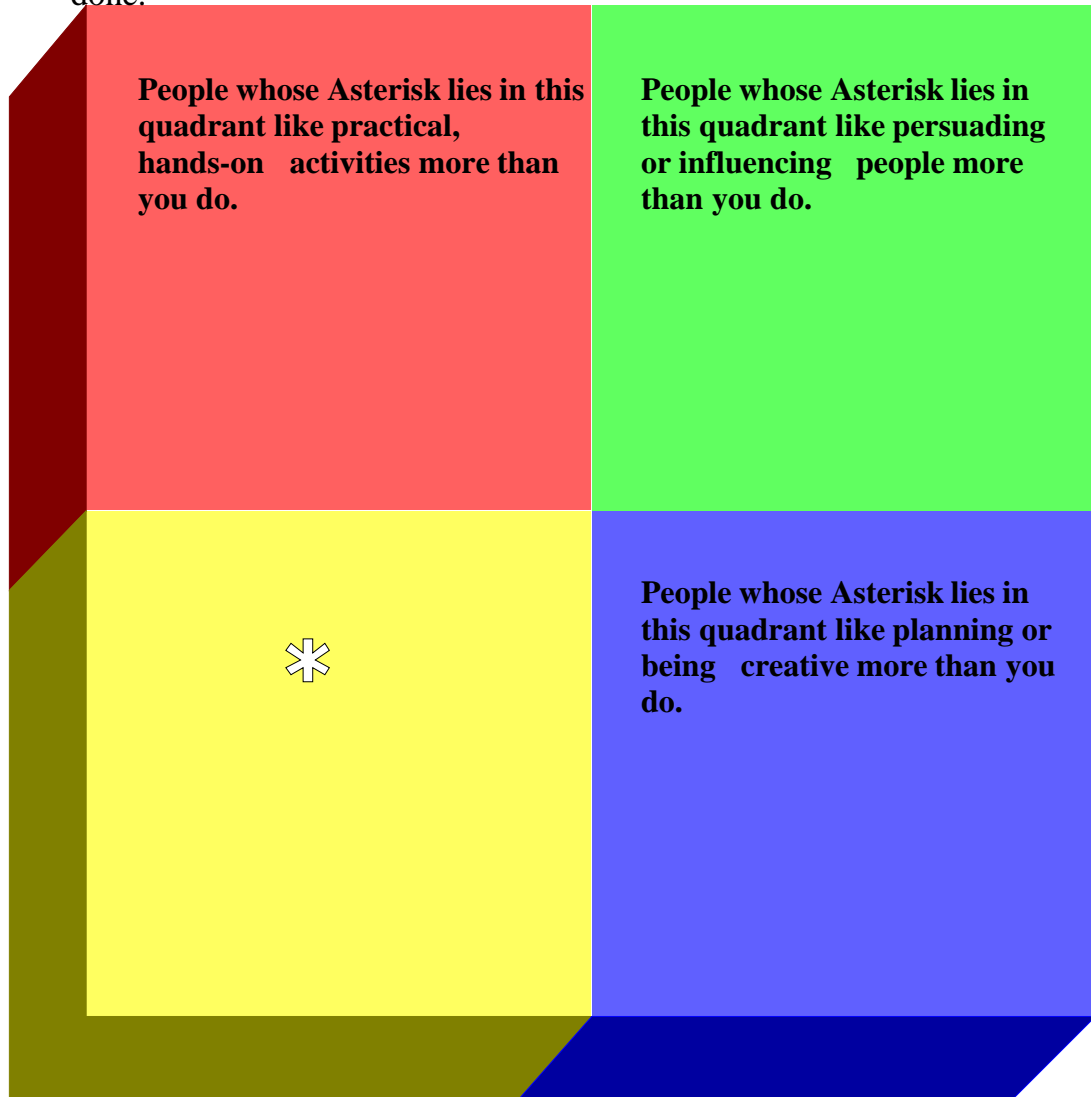
Activities towards the bottom of the Grid emphasize indirect involvement (with a task or with people). Activities towards the right of the Grid emphasize people rather than the tasks that people do.



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Page 2: Your Interests

The kinds of activities you prefer are described by the Asterisk. Your Asterisk is in the YELLOW quadrant, but it is fairly close to the Red quadrant. You probably like detailed activities, but you like to combine these with tasks involving organizing, implementing, or getting things done.



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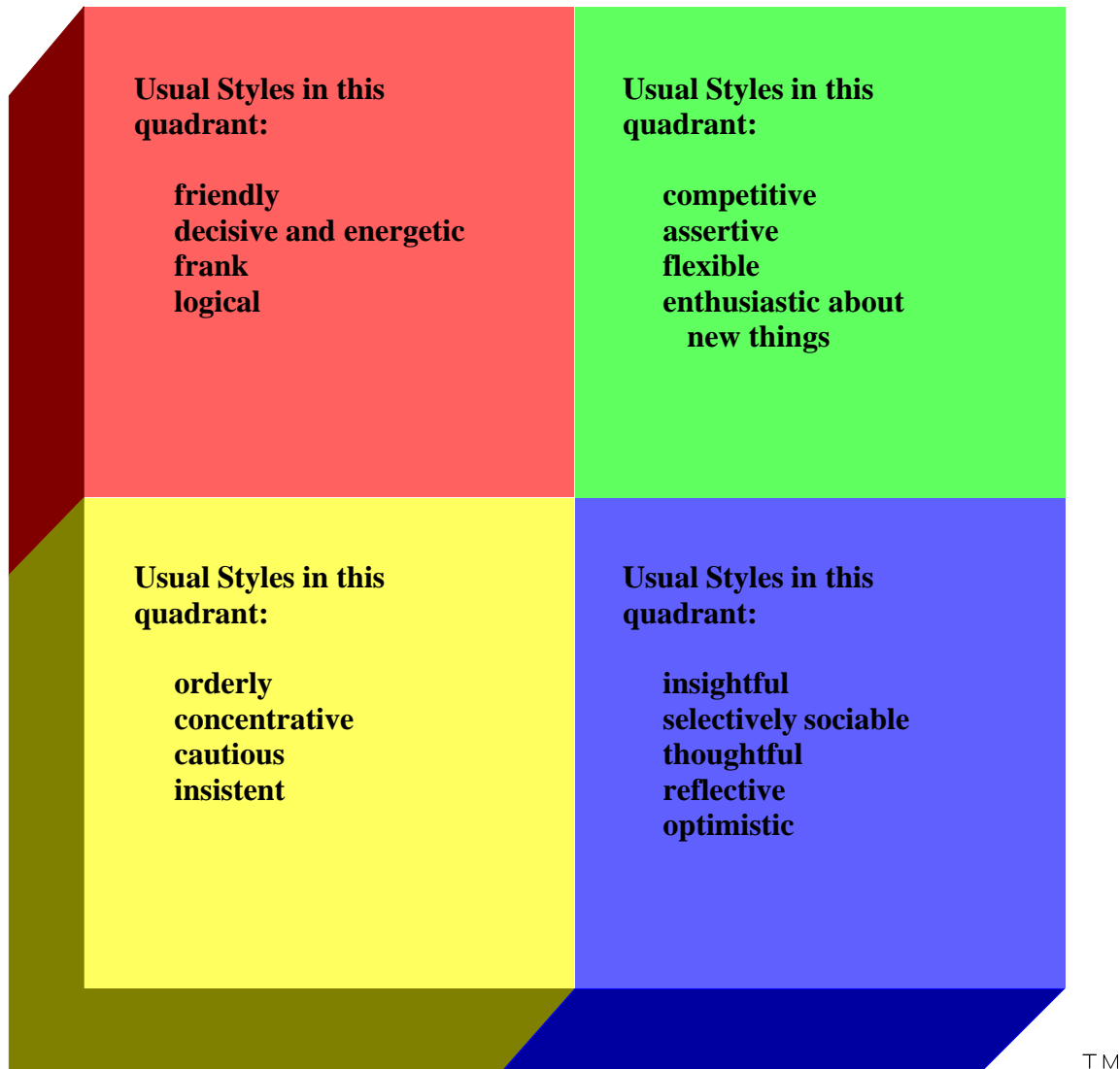
Your YELLOW Asterisk shows that you like to:
schedule things
measure performance or results
combine these activities with solving practical problems
control, while also focusing on organizing
draw up rules or procedures



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Page 3: Usual Styles

The Diamond is used to describe people's Usual Styles. Diamonds towards the top of the Grid describe more outgoing, forceful styles. Diamonds towards the left of the Grid describe more objective and detached styles.



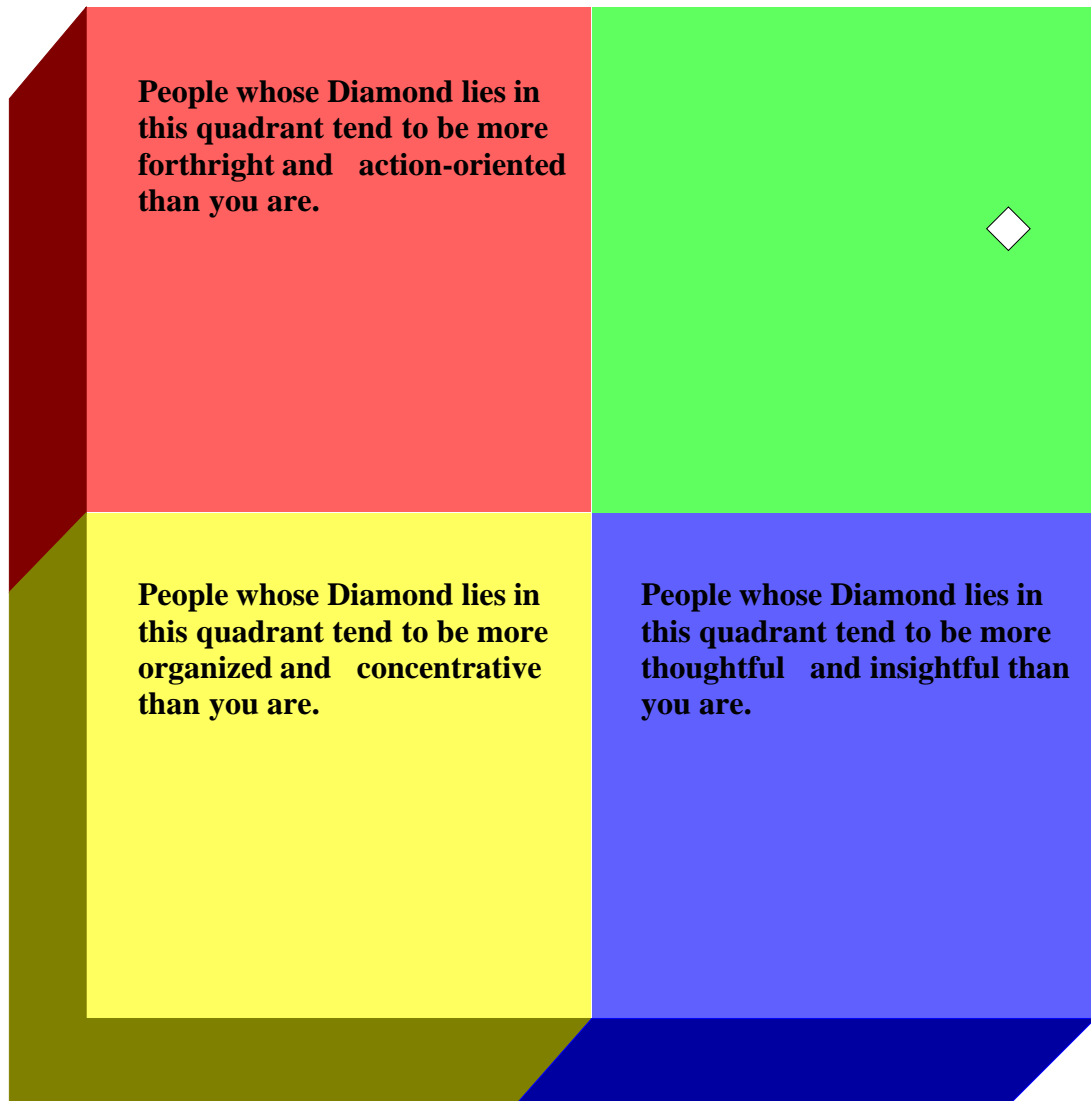
Diamonds towards the bottom of the Grid describe lower-key styles. Diamonds towards the right of the Grid describe more subjective styles.



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Page 4: Your Usual Style

The productive way you set about your tasks is described by the Diamond. Your Diamond is in the GREEN quadrant. When you are working effectively, you tend to be assertive and enthusiastic.



Your GREEN Diamond shows that you are generally:

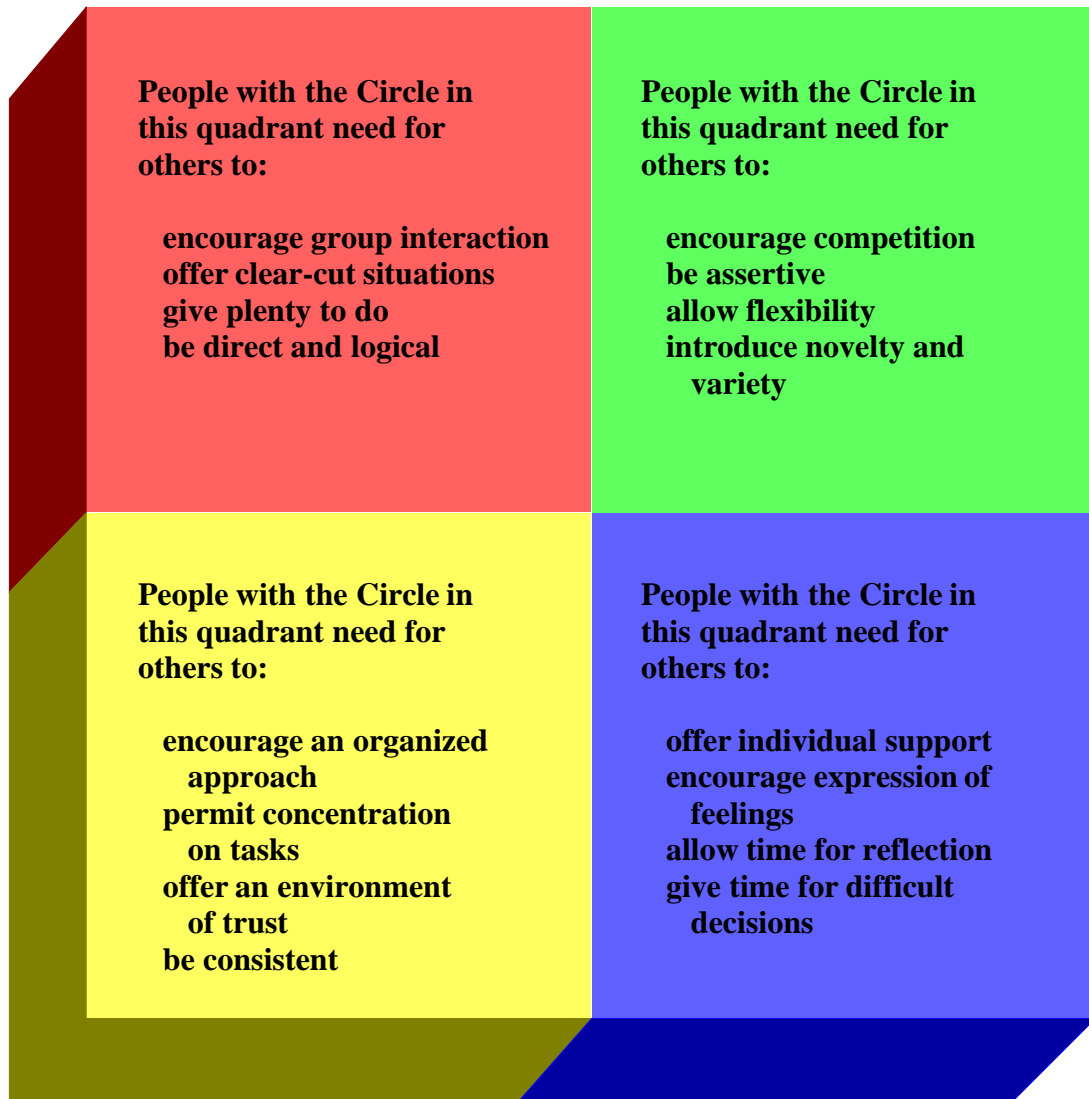
**assertive
competitive
flexible
spontaneous
adventurous**



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Page 5: Needs

The Circle describes the kind of support or motivation you need to show your Usual Style. People with the Circle towards the top of the Grid respond best to those who are forceful and outgoing. People with the Circle towards the left of the Grid need for others to be detached and objective.



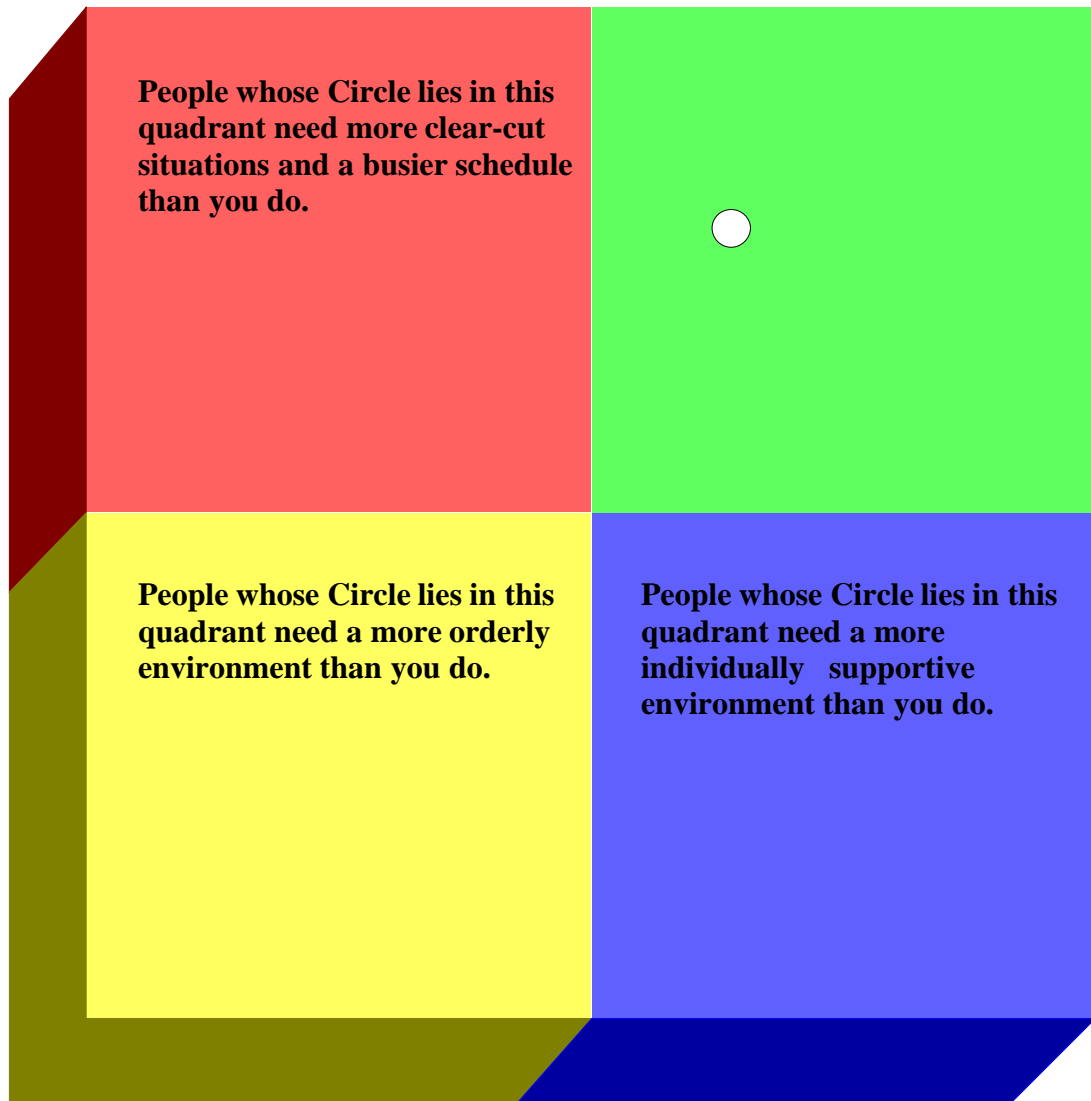
People with the Circle towards the bottom of the Grid need for others to be low-key in approach. People with the Circle towards the right of the Grid respond well to an environment which encourages a subjective approach.



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Page 6: Your Needs

The support you need to develop your Usual Style is described by the Circle. Your Circle is in the GREEN quadrant, but it also lies fairly close to the Red quadrant. To be most effective, you respond best to people who are assertive and direct.



**Your GREEN Circle shows that you are most comfortable when people around you:
let you know who's in charge but keep unnecessary rules to a minimum
give you varied tasks accompanied by personalized incentives**

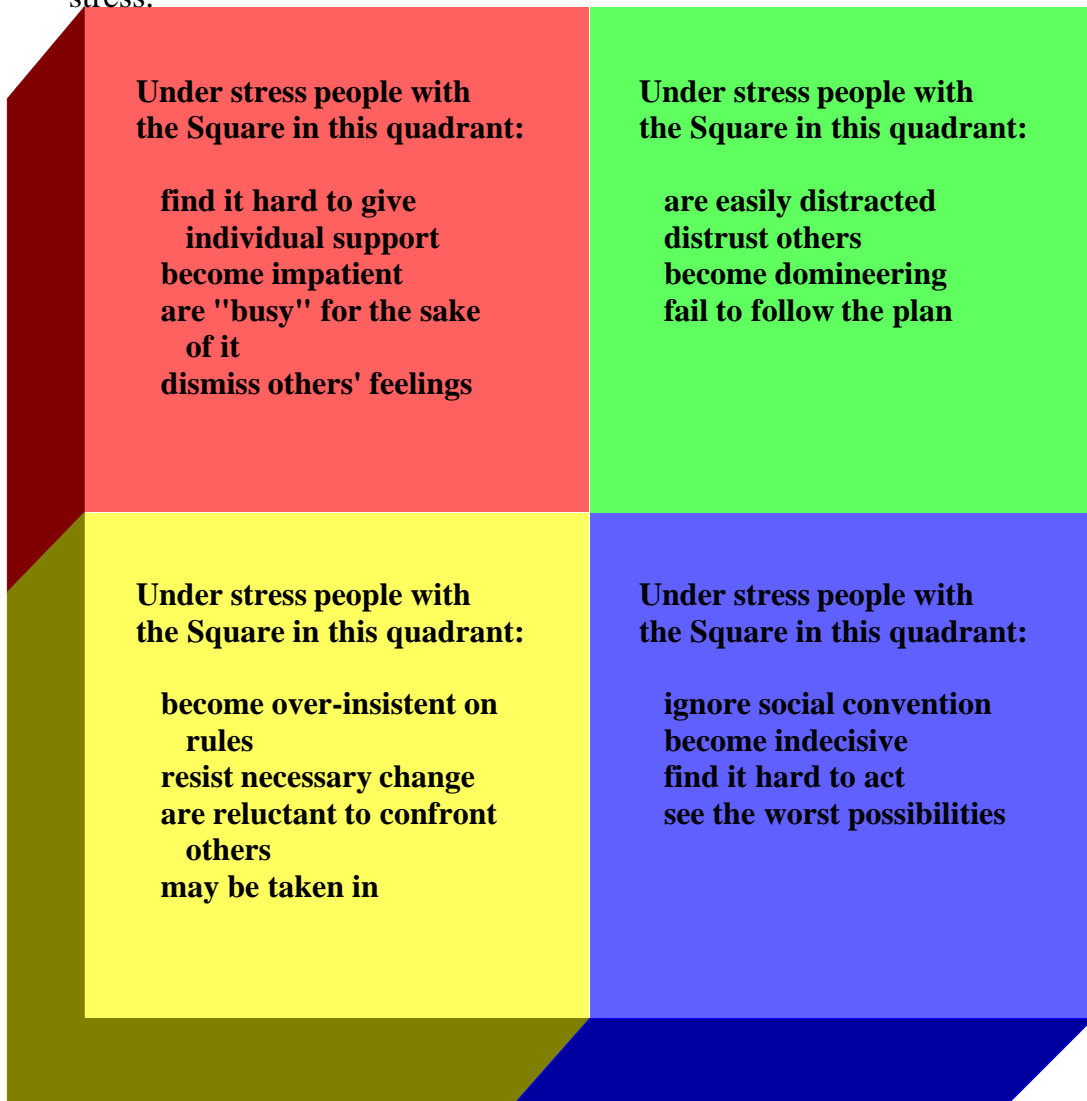
**You also respond well to people who:
are objective and rational in their approach
are direct but friendly when they talk to you
give you clear-cut decisions to make**



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Page 7: Stress Behavior

The Square describes your Stress Behavior -- your behavior when your needs are not met. People with the Square towards the top of the Grid may become too forceful and outspoken under stress. People with the Square towards the left of the Grid may become detached and analytical under stress.



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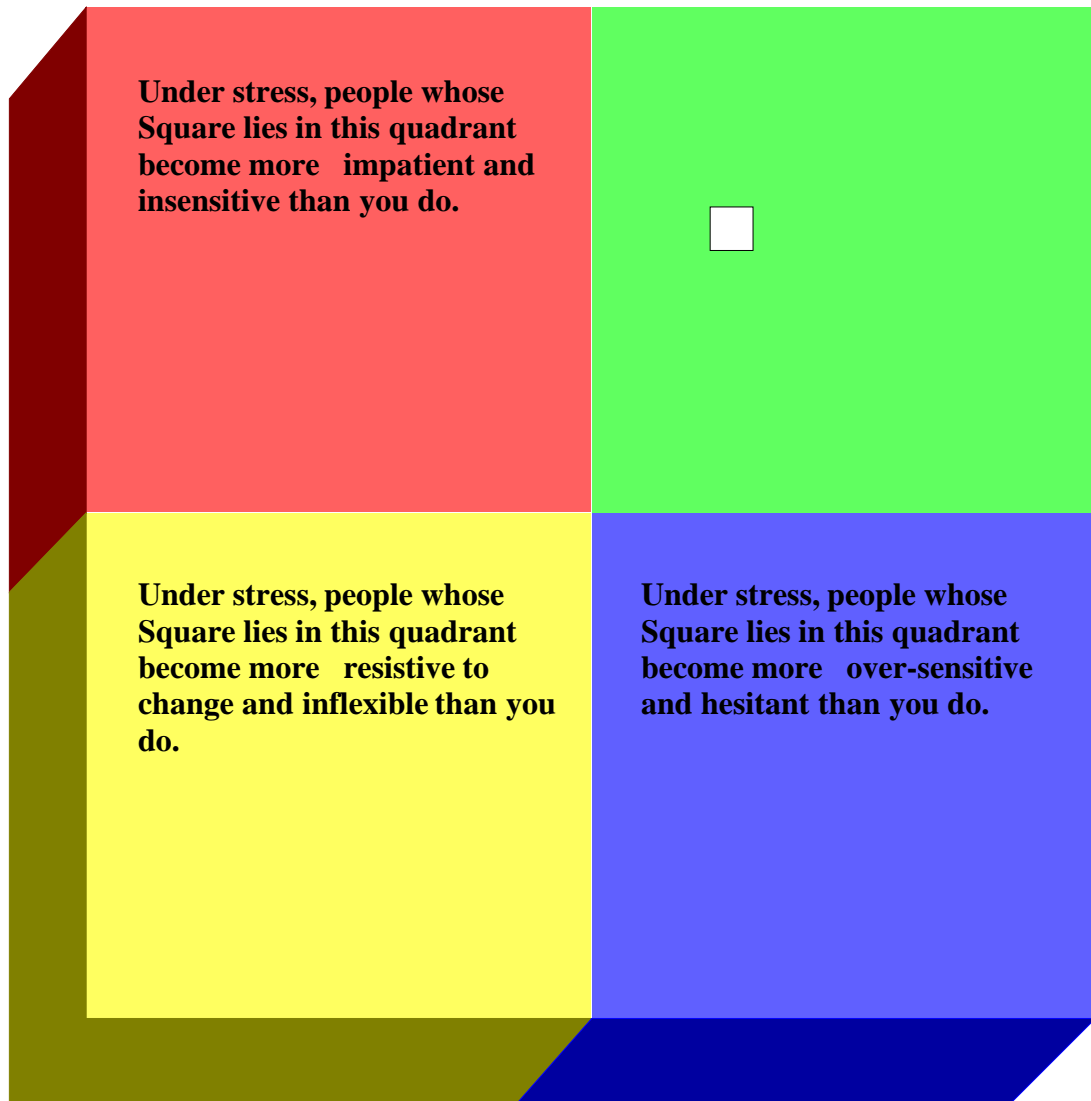
People with the Square towards the bottom of the Grid may become withdrawn under stress. People with the Square towards the right of the Grid may become subjective under stress.



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Page 8: Your Stress Behavior

Your Stress Behavior is described by the Square. Your Square is in the GREEN quadrant, but it also lies fairly close to the Red quadrant. When people don't deal with you the way your Square suggests, you may become pushy and abrupt.



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**Your GREEN Square shows that your stress behavior may include your being:
domineering and argumentative**

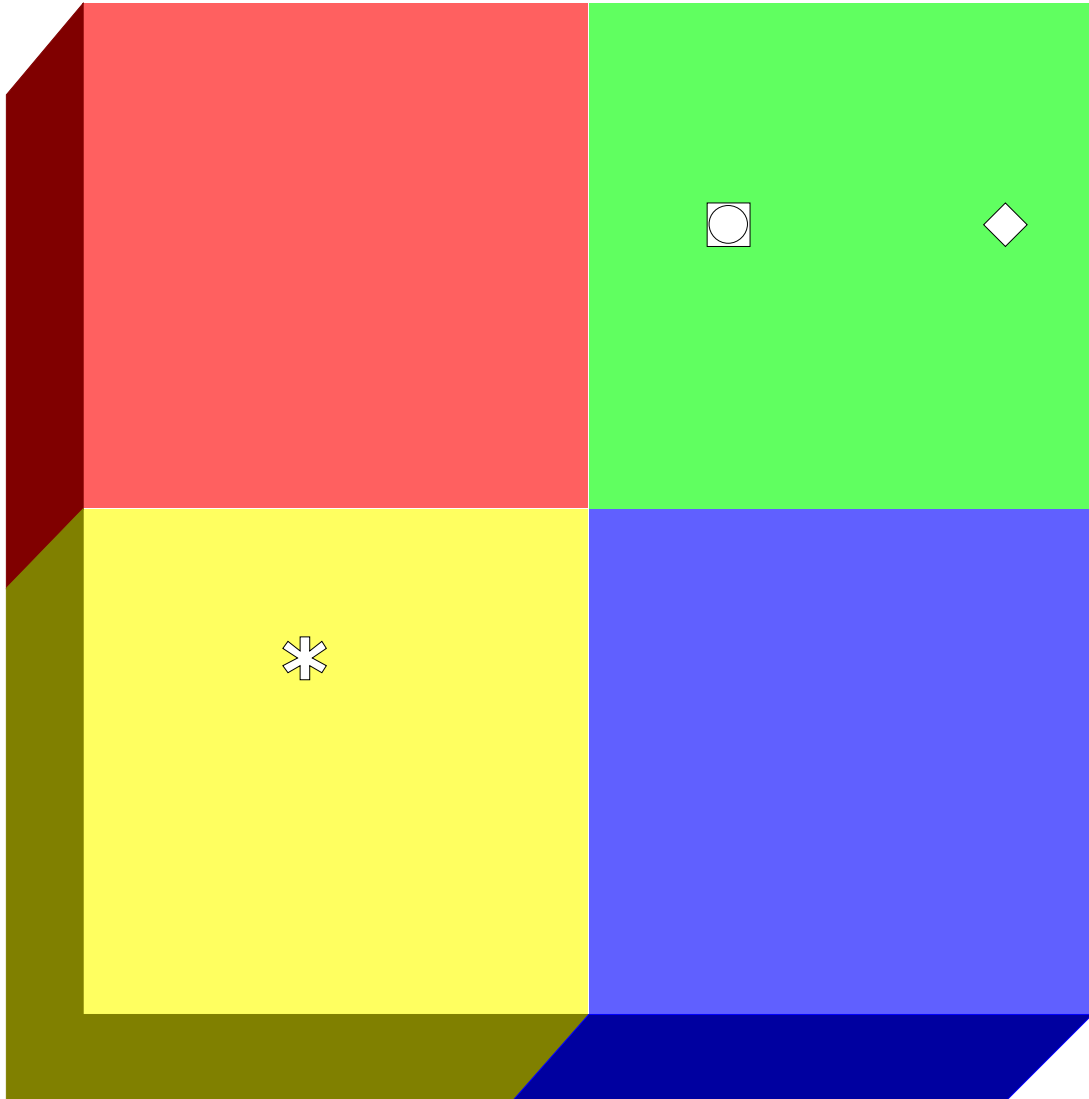
**You may also become:
group oriented and too little oriented toward individuals
insensitive and impatient**



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Page 9: Your Life Style Grid

This page provides a summary of the information presented in the preceding pages. The characteristics of your Asterisk, Diamond, Circle and Square are described below.



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(Yellow): You enjoy detailed activities, but you like to combine these with tasks which are measurable, involve accuracy and a minimum of guess work.



(Green): When you are working effectively, you tend to be assertive, enthusiastic, and intense in feeling.



(Green): To be most effective, you generally respond best to people who are assertive and direct. Under stress, you may become pushy and abrupt.

