

Produced for : Leadership Management, Inc.
Applicant : Sam Applicant - App.Phone : 00555-5555

This is your partner profile report. We hope this report will help you better understand your traits and personality type. Finding the right partner is not an easy task. The initial feeling you get usually ends up being wrong and may cost you time, money and headaches. This report will provide some insight as to who you are and what you should look for in a business partner.

The five types of personalities reviewed are:

- 1: The A personality - very strong, decisive, independent, leader. Unemotional and decisive.
- 2: The B personality - Great personality, has good sense of humor. Talkative and enthusiastic.
- 3: The C personality - Deep and thoughtful, analytical perfectionist and sensitive to others.
- 4: The D personality - Low keyed, competent, calm and patient. Consistent and compassionate.
- 5: The E personality - An equal combination of all 4 personalities.

No one person is ever only one of the above but is a mixture of all four groups. The chart will show you the main characteristics and traits you have . If the percentage is 30 % or more, then you are very much like that group. You will also have a secondary score that will influence your personality.

This report is very blunt and we don't wish to offend anyone. The 18 different personality and character traits are the tools in which we interact with others. A bad temper, lack of stress management, can become a major block in getting along with others.

If you are looking for a business partner, you need someone who compliments your traits. Use the Achievement scores to create a benchmark file. If you just need someone to get along with and getting ahead isn't important, then use the Compatibility scores. If you are now making a business decision a partner, read carefully about your traits and needs and insure your partner can fulfill them.

If you disagree with the report, ask a friend if you are like this. You may be surprised. Remember, you answered the questions. If you were honest, this is what other people see. If you were not honest, then this report is not worth much. We truly hope to help you in your quest for a partner.

Produced for : Leadership Management, Inc.
 For Applicant : Sam Applicant
 App.Phone : 00555-5555 Consistency Score : 15
 App.Fax : E-mail :
 Date taken : Thursday, January 21, 1999
 Group Number : 0 - Team Design number : 4 - Jobcode :N/A

Note: Sam's confidence level is low which will alter true personality, character and talent traits. You should not use this report to make a hiring decision or benchmark file.

Dominating Personality = C - Secondary Personality = A - Least like Personality = B
 Sam's Personality Type is C / A



CHARACTER & TALENT TRAITS

The table below scores each character & talent trait from 1 = Weak < to > 15 = Extreme.

Character / Trait	Score	Areas to watch
Stress Management	10	Good
Sensitivity Level	4	Good
Compassion Level	9	High
Patience Level	8	Good
Creative Abilities	8	Good
Artistic Abilities	6	Good
Outgoing Traits	14	High
Interaction Level	10	Good
Analytical	8	Good
Detailed Traits	6	Good
Decision Making	3	Low
Independent	4	Low
Persuasive Level	6	Good
Aggressive Level	4	Good
Stubborn Level	4	Good
Goal Setting	8	Good
Time Management	7	Good
Confidence Level	6	Low

Plus-32 employment testing system (tm) Copyright(c) 1987 - 1999 By B.R. Garrison. All rights reserved worldwide.
 For more information or help reading this report call 941-505-9327

Stress Management | 10|Good|;Sensitivity Level | 4|Good|;Compassion Level | 9|High|;Patience Level | 8|Good|;Creative Abilities | 8|Good|;Artistic Abilities | 6|Good|;Outgoing Traits | 14|High|;Interaction Level | 10|Good|;Analytical | 8|Good|;Detailed Traits | 6|Good|;Decision Making | 3|Low|;Independent | 4|Low|;Persuasive Level | 6|Good|;Aggressive Level | 4|Good|;Stubborn Level | 4|Good|;Goal Setting | 8|Good|;Time Management | 7|Good|;Confidence Level | 6|Low|
 Copyright(c) 1987 - 1999 by Bill Garrison. All rights reserved worldwide.
 For more information or help reading this report call 941-505-9327

DOMINATING PERSONALITY**HIGH SCORE FOR C-TYPE - ANALYTICAL - ARTISTIC - DEEP****TOTAL PERCENTAGE OF SCORE 28**

You are very deep, analytical and serious. You can be very creative and talented. Conscientious of others and self sacrificing. You are idealistic and appreciative of beauty. Usually a perfectionist, with high standards. Very persistent and detail conscious. You spend more time organizing than any other group type. You do not make friends easy. You will do well with a life partner who shares your views and who can get you out of your shell to enjoy life. Do not accept a B-type or E-type partner for business or life. They will drive you crazy.

You will tend to act like the above description on a day to day basis. This is your highest type score. Depending on the secondary type, you may not have all of these traits. At times we pull traits from both the dominant and the secondary types. Look at the secondary type as well as the dominant type to get a complete picture of your total personality profile.

SECONDARY PERSONALITY**HIGH SCORE FOR A-TYPE LEADERSHIP - DECISION MAKING - INDEPENDENCE****TOTAL PERCENTAGE OF SCORE 26**

You are one of the most sought after in the business world. Your personality is very strong and your abilities will enable you to accomplish anything. You are a born leader. You also have a compulsive need for change. You are strong willed and decisive to a fault. You can run anything, are quick to learn and will rise to the highest position. More into achieving goals than pleasing people, you will sometimes step on some toes. You thrive on opposition and competition. All this will be very hard on a life partner. Ensure you have someone who is willing to give up the emotional side of life for material things.

At times you will use the above traits. We tend to use our secondary type when pushed into an uncomfortable position or we need to act differently to get something we want. We seem to pull the secondary type from one of our parents, a spouse, a mentor or a close friend. Your personality type is C / A.

The type closest to the dominant type is A type.

STRESS MANAGEMENT 10

Others see you as cool, calm and collected. You are the rock, steady and balanced. You can help those who are not so stable as well as others like yourself. Find someone stable like yourself so you are not held down with someone who can't take the work load or pressure.

Partner Achievement Score = 9 TO 15

Partner Compatibility Score = 8 TO 14

COMPASSION LEVEL 9

You are compassionate. You need to find a partner average or below average in compassion to balance things out. You need balance to deal with employees or clients. Make sure your partner has a good sensitivity and realist level.

Partner Achievement Score = 3 TO 6

Partner Compatibility Score = 6 TO 12

SENSITIVITY - AWARENESS LEVEL 4

The sensitivity level gauges your awareness of what is going on around you and insight into others thoughts and feelings. You are not very aware of others or good at seeing inside someones thoughts or feelings. You are too busy working, talking or being in your own world to see what's really going on. You need a partner who is more sensitive\aware than you to catch the problems before they start. Your partner should not be too self-sensitive because you will hurt them with your direct approach and insensitivity.

Partner Achievement Score = 6 TO 10

Partner Compatibility Score = 4 TO 7

CREATIVE ABILITIES 8

Not every position needs a creative genius. If your position doesn't require it, your partner should match your creative traits for compatibility. If you need to be very creative, then your partner should be very creative to help in this area.

Partner Achievement Score = 9 TO 15

Partner Compatibility Score = 2 TO 8

PATIENCE LEVEL 8

You have a good patient level. Your partner should be within a few points of you either way. If you dislike impatience, then find someone who is 6 to 9 in patience. If stability is important to you, then make sure your partner has a good stress management level.

Partner Achievement Score = 6 TO 10

Partner Compatibility Score = 5 TO 11

PEOPLE / OUTGOING TRAITS 14**INTERACTION LEVEL 10**

You are very outgoing and should be the one to do the social scene and act as the front person. Your business partner should be less outgoing than you to balance the scales. When you're too outgoing, you tend not to see things as they really are. Choose a business partner that is average and has a good realist level.

Partner Achievement Score = 7 TO 10

Partner Compatibility Score = 9 TO 14

You have a good interaction level to deal with people. Use this to your advantage and be the front person or the one to deal with others.

DECISIVENESS CHART SCORE 3 - You are not very decisive.

This score is a combination of how fast and how many decisions will be made on a day to day basis. The following shows what type of decisions you tend to make. DRAWBACKS - ADVANTAGES: You will not make quick, instant decisions, you like to weigh the facts. You are analytical and will look at all sides before making a decision. You will tend to procrastinate making most types of decision. Most decisions will be based on facts & emotions

ANALYTICAL TRAITS 8

You like to have most of the facts and figures, look at all sides, all angles and then make a decision. You are analytical. This is a good average score for this trait. Your partner should be in the same area for things to work. If you were to choose a more analytical partner, you would feel they were dragging their feet at decision time. A less analytical type would annoy you with their less than factual decisions. Find someone who has a 6 to 9 in decision making.

Partner Achievement Score = 7 TO 12

Partner Compatibility Score = 6 TO 8

INDEPENDENT TRAITS 4

You will need someone who can take charge and lead the way. You need someone stronger than you to accomplish your goals and tasks. Find someone who is strong, decisive, patient, and a realist. This type of person may not follow orders well but will be able to get the job done.

Partner Achievement Score = 8 TO 15

Partner Compatibility Score = 2 TO 6

DETAIL TRAITS 6

I would bet your shoes need shining and your car needs waxing. Your closet is not organized and you can't find the tv guide. You have great ideas that never seem to get off the ground. You are not very detailed. Find a partner that will help you with the details. Find someone who is patient and detailed. Take their advice when they tell you it's not right. Let them run with your ideas and finish the project.

Partner Achievement Score = 9 TO 12

Partner Compatibility Score = 2 TO 9

PERSUASIVENESS 6

You may need someone who is very persuasive to help you achieve your goals. Someone to do the talking for you. Look for a partner who is very persuasive and has a good personality and interaction score.

Partner Achievement Score = 10 TO 15

Partner Compatibility Score = 5 TO 10

AGGRESSIVE TRAITS 4

You will need to find a business partner that is much more aggressive than you if you wish to accomplish much. You need someone to push you and get you going. You need someone who will help you achieve your goals and take the lead.

Partner Achievement Score = 10 TO 15

Partner Compatibility Score = 1 TO 7

STUBBORNNESS 4

You're in luck. You will not need to worry about this trait. You may be stubborn at times but for the most part, you are easy going and open minded. You should try to find a business partner who is not stubborn also to keep harmony and peace.

Partner Achievement Score = 3 TO 6

Partner Compatibility Score = 2 TO 6

GOAL SETTING LEVEL 8

You like to set goals and know what to expect. Your business partner should share this trait. Dragging along someone else that doesn't care about tomorrow or doesn't plan ahead will slow you down and bring you down. Choose a partner that sets short as well as long term goals.

Partner Achievement Score = 9 TO 15

Partner Compatibility Score = 6 TO 11

TIMEMANAGEMENT/REALIST LEVEL 7

You tend to see some things in grey rather than in black or white, right or wrong. This is a good intermediate score. You would do well to choose a partner who is more realistic. Someone who will bring you back to earth when needed, and be your anchor.

Partner Achievement Score = 9 TO 15

Partner Compatibility Score = 5 TO 11

CONFIDENCE LEVEL 6

You need a boost, a push or some help. If you have a problem in your personal or business life at this time, get help. If you don't try, you will never know if you can do it. If it's your job, change careers, if it's your relationship with your life partner, have a talk, get help or find someone who will make a difference in your life. You need to make a change and find the true you. At this point in time, no one person is going to help. You need to get rid of the problem before taking on another partner. This problem has affected every trait score in this report. This report is not the true you but a reflection of how the problem has affected you.

Partner Achievement Score = 12 TO 15

Partner Compatibility Score = N/A

CONSISTENCY LEVEL = 15**We now look at the consistency of the answers.**

Score	Comment	
19 to 20	very Consistent -	[1 TO 2 CONTRADICTIONS]
17 to 18	above average -	[4 TO 6 CONTRADICTIONS]
14 to 16	average -	[8 TO 12 CONTRADICTIONS]
11 to 13	below average -	[14 TO 18 CONTRADICTIONS]
10 or less	unacceptable -	[OVER 20 CONTRADICTIONS]

MOST ADVANTAGEOUS BUSINESS PARTNER : A\C OR A\B**MOST COMPATIBLE BUSINESS PARTNER : C\A OR A\C****A FINAL NOTE :**

Each person is unique in their own way. We may share some of the same traits or even be the same personality as someone else but yet be different. Your background, education and other factors determine the final outcome. This profile shows the weak and strong points of your personality in order for you to realize the type of partner that would be most beneficial to your ways. Any partnership is a two way street and although traits are hard to change, we can try harder to deal with or alter our worst habits and traits to become a more even, well balanced person.

None of this report is written in stone. Everyone is unique and must read between the lines to get any value from it. This report is based on your answers and compared with known facts about human nature and behavior.

To find a compatible partner, use the Compatible Scores. To find someone to help you get ahead, use the Achievement scores and compare them to the person you wish to have as a partner. This will show how compatible you are and where you will have problems. Some incompatibility problems can be worked out before they become a major issue.

We hope you have learned something about yourself and will apply this knowledge in your day to day life. Learn all you can, apply it and go onward and upward. Again, Good Luck.