

INSTRUCTIONS FOR COUNTING AND GRAPHING:

First, sum up the numbers in each of the four columns. Write the total number for each column in the empty space labeled "TOTAL" at the bottom of the column. To ensure accuracy, add all the columns together. The sum of all four columns should equal 100.

Next, plot the numbers from the totals columns on the graph provided below. For instance, if the total number in the "D" column was 21, you would place the plotting point (dot) halfway between the 20 and the 22 on the graph for that dimension.

| D | I | S | C |
|----------|----------|----------|----------|
| 40 | 40 | 40 | 40 |
| 38 | 38 | 38 | 38 |
| 36 | 36 | 36 | 36 |
| 34 | 34 | 34 | 34 |
| 32 | 32 | 32 | 32 |
| 30 | 30 | 30 | 30 |
| 28 | 28 | 28 | 28 |
| 26 | 26 | 26 | 26 |
| 24 | 24 | 24 | 24 |
| 22 | 22 | 22 | 22 |
| 20 | 20 | 20 | 20 |
| 18 | 18 | 18 | 18 |
| 16 | 16 | 16 | 16 |
| 14 | 14 | 14 | 14 |
| 12 | 12 | 12 | 12 |
| 10 | 10 | 10 | 10 |

After completing your graph, circle the highest visual point. This represents your strongest behavioral characteristic. The higher you score on the graph, the more intensity you bring to this particular behavioral characteristic. Look at the letter at the graph on page one which corresponds to the highest visual point. Using this letter look up your behavioral style

(D=Dan, I=Iris, S=Sheila, C=Curtis) Watch the video below for my explanation.



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