

InterPersonal Profile for:

Diane Elgin

**Personalized Description and
Success Strategies from the
Personal Profile System®**



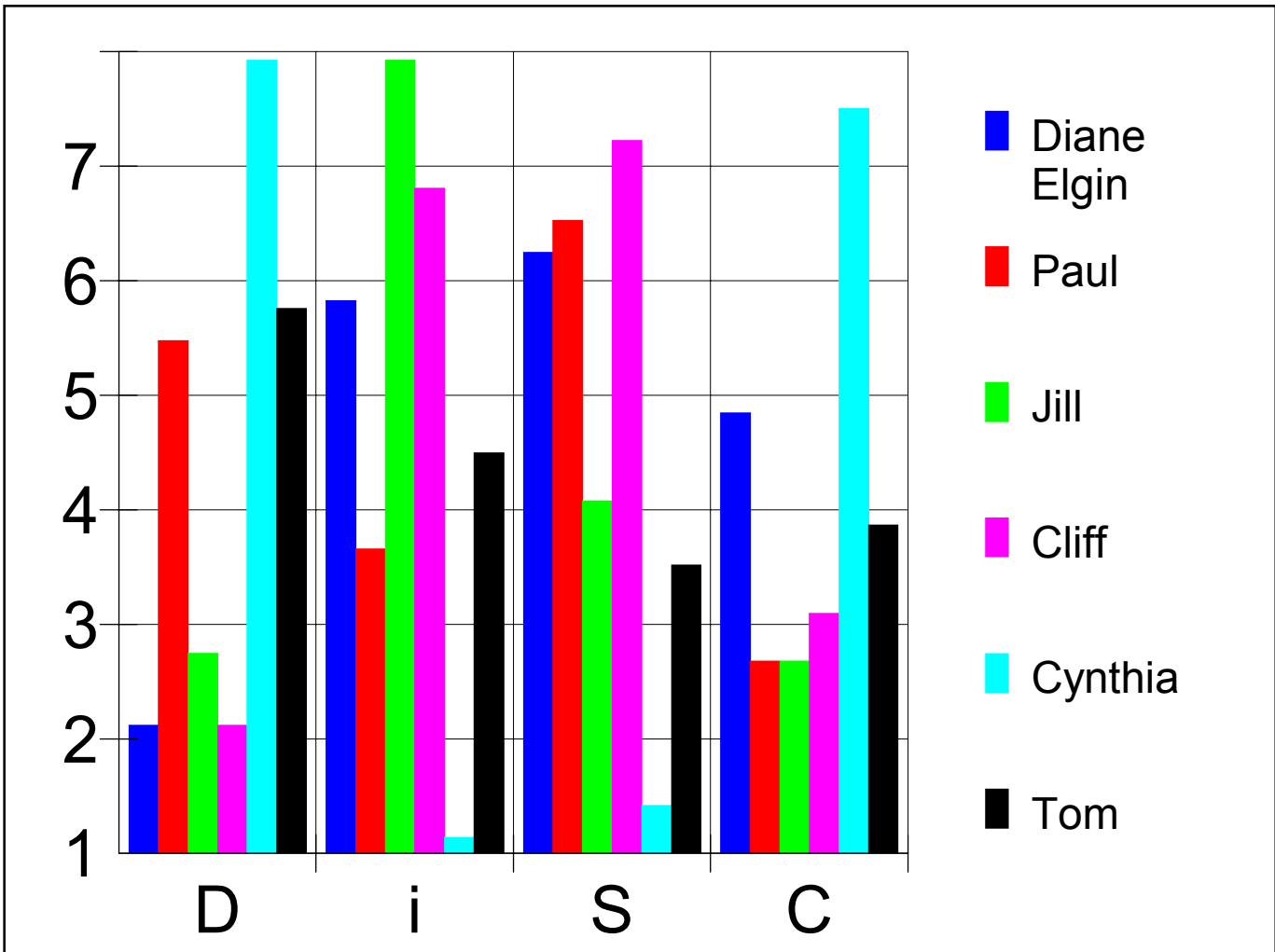
Dimensions of Behavior

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Personal Profile System® Graph InterPersonal Profile



Diane Elgin - Agent

Paul - Achiever

Jill - Promoter

Cliff - Agent

Cynthia - Creative

Tom - Result-Oriented

This graph displays several people's responses to the InterPersonal Profile as compared to Diane Elgin's self-perception. The graph shows how each person perceives the intensity of Diane Elgin's DiSC® Dimensions of Behavior. The Classical Pattern that represents the combination of tendencies that comprise the profile pattern as seen by others is also displayed. By comparing perceptions of several different people with her own perception of her behavioral tendencies, Diane Elgin can evaluate how effectively she is communicating. The degree to which other people see her as she sees herself tends to be a measure of the effectiveness of the communication process. Where there are significant differences in perception, the responses may have been influenced by behavior Diane Elgin is using to meet the behavioral expectations of her role or position which is not natural to her style. The Role Behavior Analysis™ may help clarify any confusion between role-based behavior and her natural behavioral tendencies.

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Behavioral Tendency Continuum

This Continuum compares several people's perception of Diane Elgin's behavioral tendencies to Diane Elgin's self-perception using thirty-two specific behaviors. The Continuum is based on the Classical Patterns derived from the InterPersonal Profile responses rather than on actual, observed behavior. The potential behavior displayed on the Continuum represents information about differences in perception not a judgement of the behavior.

★ Diane Elgin
* Cliff

○ Paul
* Cynthia

Jill
⊙ Tom

	L	ML	M	MH	H
ACCEPTS - open, receives willingly		★	○	⊙	# ★
ADHERES - sticks to the rules		⊙	# ★	○	
ADVOCATES - promotes, urges action		★	#	○ ★	⊙
AGITATES - stirs up, rocks the boat		★	#	○ ★	⊙
AMPLIFIES - explains, expands the point		○	★ ⊙	★	#
ASSIGNS - delegates to others		★	#	○ ★	⊙
ASSUMES - takes for granted			★ # ○ ★	★	⊙
BOASTS - brags about abilities		○ ★	★		⊙ #
CAPTIVATES - charms others			○ ★	★ ⊙	#
COMMANDS - directs others		★	#	○	★ ⊙
DIGESTS - absorbs, thinks it through			# ⊙	○ ★	★
ESTABLISHES - stabilizes, builds to last		# ⊙	★	○	★
IMITATES - follows the leader's example	★	○	⊙	★	#
INVENTS - creates new solutions, ideas	★	#	○		⊙ ★
INVESTIGATES - examines, checks it out		# ⊙		○ ★	★
JUSTIFIES - defends, gives reasons for		# ⊙	★	○	★

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★ Diane Elgin
 ✨ Cliff

○ Paul
 ✨ Cynthia

‡ Jill
 ⊙ Tom

	L	ML	M	MH	H
MAINTAINS - continues, preserves		‡ ⊙ ✨		○ ★ ✨	
MANEUVERS - plans skillfully		★ ✨	‡ ○		✨ ⊙
MODIFIES - adapts, adjusts, revises	⊙	‡ ✨	○	★ ✨	
NURTURES - shows care for others	✨ ⊙	‡	○	★ ✨	
OBJECTS - protests, argues, disputes		★ ✨ ‡	⊙ ○	✨	
OBSERVES - watches attentively		‡ ⊙	○ ✨	✨	
PLANS - prepares, maps out task		‡ ⊙	★ ✨ ○ ✨		
PRAISES - compliments, shows approval		✨	○ ⊙	★ ✨	‡
PROHIBITS - cautions, prevents risk		‡ ✨	⊙ ○ ✨		
PROTECTS - guards tradition, stability		‡ ⊙ ✨		○	★ ✨
RECONCILES - appeases, settles differences		⊙ ✨	○ ‡		★ ✨
REVIEWS - examines in detail		‡ ⊙	★ ✨ ○ ✨		
SPECULATES - gambles on the future	★ ✨ ‡			○	✨ ⊙
TESTS - examines, tries it out		‡ ✨ ⊙	○ ✨		
TRUSTS - believes in others		✨	○ ⊙		‡ ✨
VERBALIZES - talks things out		✨ ○	⊙	★ ✨	‡



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