

Comprehensive Profile

Name: David Berkowitz
Purpose: Investigation

Date: 03/21/02
Code: 9326-810-34368

The purpose of this report is to provide insight into the personality and behavior of the individual being evaluated. This is not a pass or fail test, but rather a personality profile of a unique individual. This assessment is based upon an analysis of the client-provided handwriting sample and is intended for the sole and confidential use of the client.

The **Comprehensive Profile** is divided into four parts:

PART 1. *Potential Strengths & Weaknesses* (Page 2)

This one page chart provides a trait summary of the writer's personality by categorizing his/her potential abilities and limitations. By examining the number as well as the intensity of traits in each category, a quick assessment can be made as to where the writer can excel and where potential problems may arise. A compatible job or interpersonal relationship for this person should value and utilize as many of one's Strengths as possible; and, where one's Weaknesses will not interfere with success.

PART 2. *Strengths and Weaknesses Explained* (Pages 3-4)

This two page portion of the personality profile describes each Strength and Weakness in detail and prioritizes them in order of intensity. Realize that not all Strengths are beneficial to every situation and not all Weaknesses are detrimental. For example, a high score in 'Secretive' (listed as a Strength) enables a person to maintain confidentiality at work, but is undesirable in close personal relationships. In general, the stronger one's Strengths, the stronger one's Weaknesses also tend to be.

PART 3. *Trait Analysis Graphs* (Pages 5-8)

The graph appears on four separate pages - Mental, Social, Motivational and Emotional. This four-page graph measures more than 125 personality traits. When interpreting the graph, realize that there is no 'good' or 'bad' side and that the traits relate exclusively to the heading under which they appear. For example, under the heading 'Thinking Style' on the Mental Profile, we measure 'Flexible.' This relates specifically to 'Thinking Style' and does not indicate that the writer is necessarily socially 'Flexible.'

PART 4. *Holland Model (A Career Assistance Guide)* (Pages 9-10)

Research has established that personality is the single most important factor in job choice, satisfaction and long term success. These two pages classify all jobs into six career categories by their respective personality types. One's similarity to each of the six career categories is provided, along with a sample list of job duties typical of each personality type. This information is valuable in understanding how one's personality strongly influences the working environment one selects, and is best suited to.

Benefits:

- * Increase job satisfaction
- * Identify abilities & limitations
- * Explore career options
- * Evaluate job applicants
- * A tool for personal change and growth
- * Team building tool
- * Insight into interpersonal dynamics
- * Understand how personality affects job performance

Proper use of the tool:

It is essential, if you have not already done so, that you discuss this Comprehensive Profile with your Client Service Representative in order to properly understand and effectively use this profile. Fifteen minutes of consultation is provided at no additional cost. This assessment is a tool and should be used in conjunction with other data, observations and facts to support any decision.

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Strengths & Weaknesses

Name: David Berkowitz

Interpretation:

A person's Strengths will be exhibited when in compatible: job settings and/or interpersonal relationships. Weaknesses are evident when one is in the wrong job setting, in an unhealthy relationship, or is overly stressed.

Key:

- Very High : 90-100
- High : 80-90
- Above Average : 65-80
- * Opposite trait also present

Mental

Strengths

- Concerned with Future
- Cautious
- Attentive-to-Details
- Persistent

Weaknesses

- Indecisive
- Inflexible/Stubborn
- Undisciplined
- Poor Discrimination
- Slow Comprehension
- Naive

Social

Strengths

- Secretive

Weaknesses

- Sensitive-to-Criticism
- Exaggerates
- Suspicious
- Aloof
- Defiant
- Lacks Confidence
- Unadaptable
- Critical
- Harsh
- Dependent on Others
- Domineering/Controlling
- Unsophisticated
- Self-Interested
- Tactless

Motivational

Strengths

- Motivated by Rewards
- Seeks Power
- Hand Skills
- Competitive

Weaknesses

- Materialistic
- Not People-Motivated
- Needs Praise
- Not Self-Directed
- Self-Serving
- Slow Paced
- Lacks Urgency

Emotional

Strengths

- Emotionally Detached
- Determined
- Subdued

Weaknesses

- Moody
- Handles Pressure Poorly
- Resentful
- Emotionally Withdraws
- Emotionally Lacks Control*
- Immature
- Substance Abuse Risk
- Overly-Controlled*
- Feels Depressed
- Anxious/Worries

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Potential Strengths

Name: David Berkowitz

Interpretation:

In the right settings, these are the Strengths this person will exhibit. The writer should be placed in, and seek out circumstances (career and relationships) where as many of these Strengths can be utilized and valued.

To a Very High Degree (Intensity 90-100):

(None Identified)

To a High Degree (Intensity 80-90):

- enjoys long-range planning and goal setting environments
- material rewards are important to this person

To an Above Average Degree (Intensity 65-80):

- cautious and careful in moving forward
- attentive to details
- confidential; able to keep secrets
- does not give-up too easily; persistent
- interested in positions of influence and control

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Potential Weaknesses

Name: David Berkowitz

Interpretation: *In the wrong setting, these are the Weaknesses this person can exhibit. The writer belongs in circumstances (career / relationships), where as much as possible, these Weaknesses are not too detrimental; perhaps even advantageous. Example: Someone who is 'Impatient' should be placed in a fast paced work setting.*

To a Very High Degree (Intensity 90-100):

(None Identified)

To a High Degree (Intensity 80-90):

- moods and attitudes are inconsistent
- high pressured situations are too stressful for this individual
- does not easily forgive insults or mistreatment
- withdraws emotionally
- becomes overly sensitive when criticized or analyzed
- makes exaggerated, overpainted descriptions
- skeptical and difficult to convince
- indecisive; vacillates
- craves material rewards; greediness
- at times, reacts emotionally; doesn't keep control of emotions consistently

To an Above Average Degree (Intensity 65-80):

- aloof
- not people-oriented
- not recognized as being cooperative; has a defiant streak
- does not adapt well to different people types
- low self-esteem
- not easily swayed once mind is made-up; stubborn
- needs peer support and encouragement from others
- overcritical of others
- at times, tends to conceal and withhold emotions from expression
- personality type which may be susceptible to addictive substances
- tends to react harshly when irritated or frustrated
- needs support and guidance from others; avoids independence
- not comfortable in, or suited to socially cultured settings
- controlling and domineering
- more interested in self than others
- indications of discouragement and depression
- learns at a slower pace
- inconsistent self-discipline
- worried and uneasy; anxious
- experiences some difficulty discerning clearly
- inexperienced intellectually; somewhat naive
- when frustrated, may become tactless

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Trait Analysis Graph

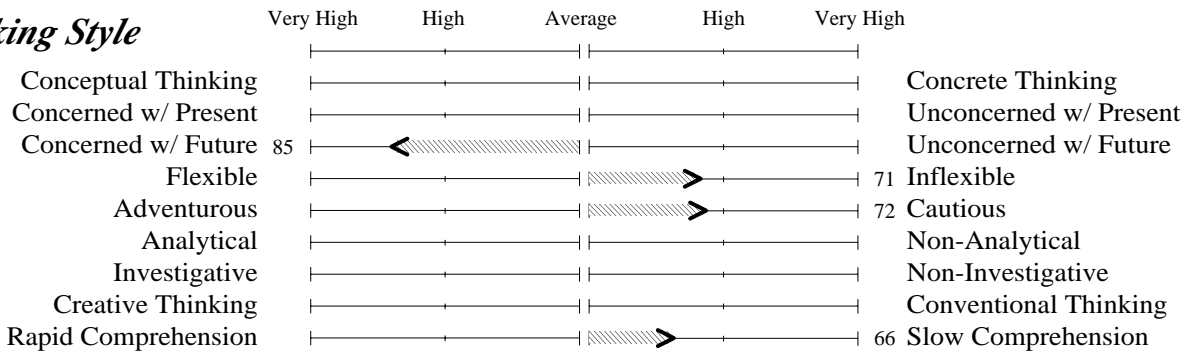
Name: David Berkowitz

Key:

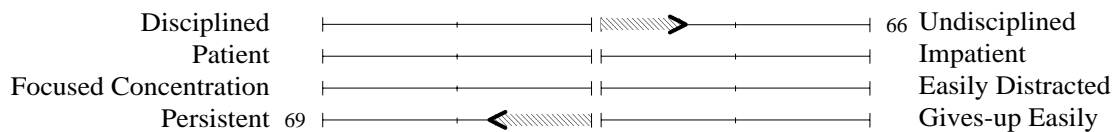
-  A single arrow reflects the extent and intensity of that trait.
-  Double arrows indicate that this person displays one trait in certain situations; at other times, the opposite trait.
-  This appears when both traits are average in strength.

Mental Profile

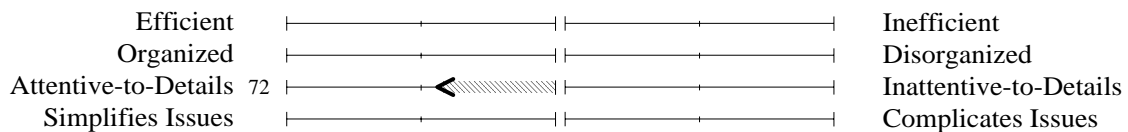
Thinking Style



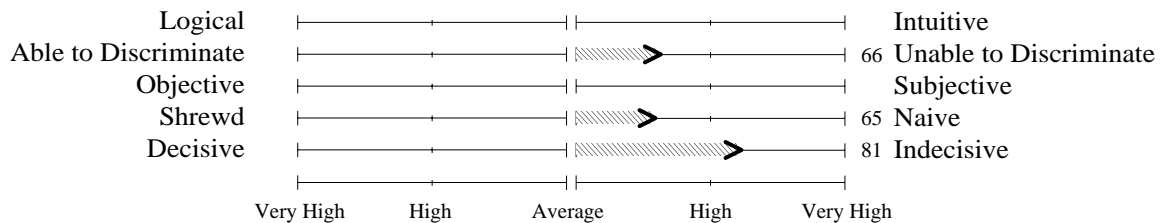
Self-Control



Effectiveness



Judgment



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Trait Analysis Graph

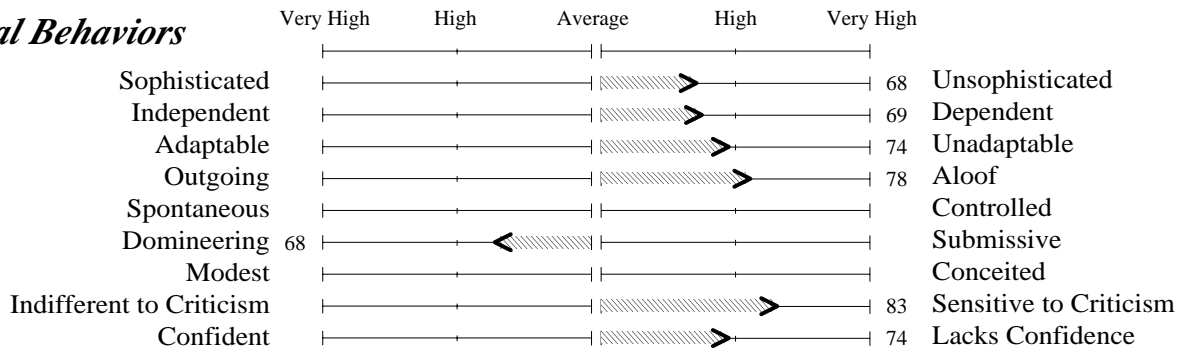
Name: David Berkowitz

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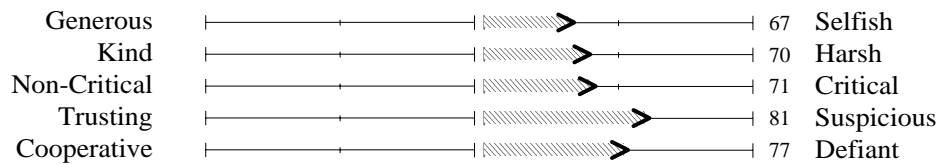
-  A single arrow reflects the extent and intensity of that trait.
-  Double arrows indicate that this person displays one trait in certain situations; at other times, the opposite trait.
-  This appears when both traits are average in strength.

Social Profile

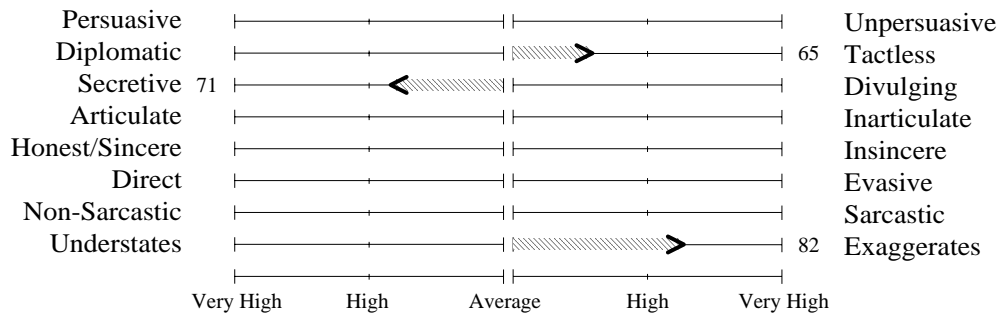
Social Behaviors



Treatment of Others



Communications Style



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Trait Analysis Graph

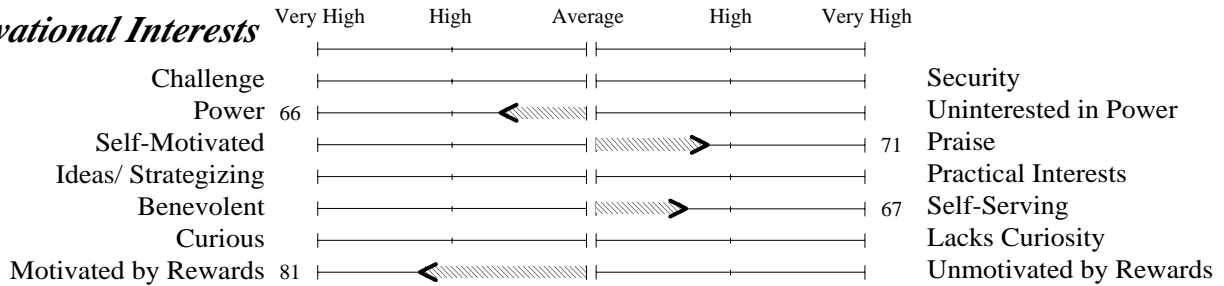
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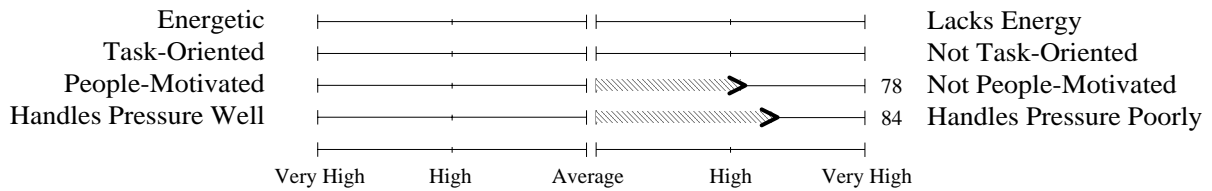
- A single arrow reflects the extent and intensity of that trait.
- Double arrows indicate that this person displays one trait in certain situations; at other times, the opposite trait.
- This appears when both traits are average in strength.

Motivational Profile

Motivational Interests



Motivational Influences



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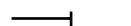


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Trait Analysis Graph

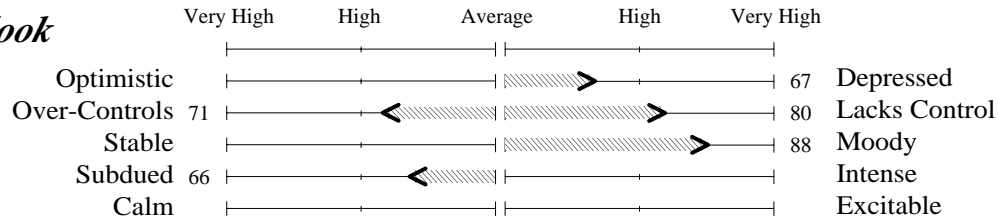
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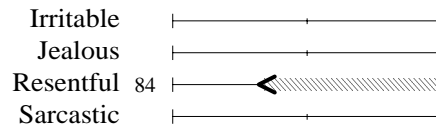
-  A single arrow reflects the extent and intensity of that trait.
-  Double arrows indicate that this person displays one trait in certain situations; at other times, the opposite trait.
-  No arrow appears when the trait is average or below in strength.

Emotional Profile

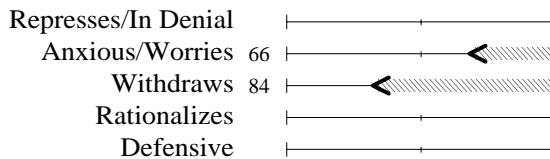
Mood Outlook



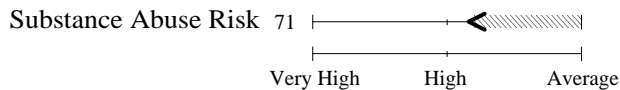
Anger Profile



Fear Profile



Miscellaneous



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Holland Model

Matching Personality to Job Environments

Name: David Berkowitz

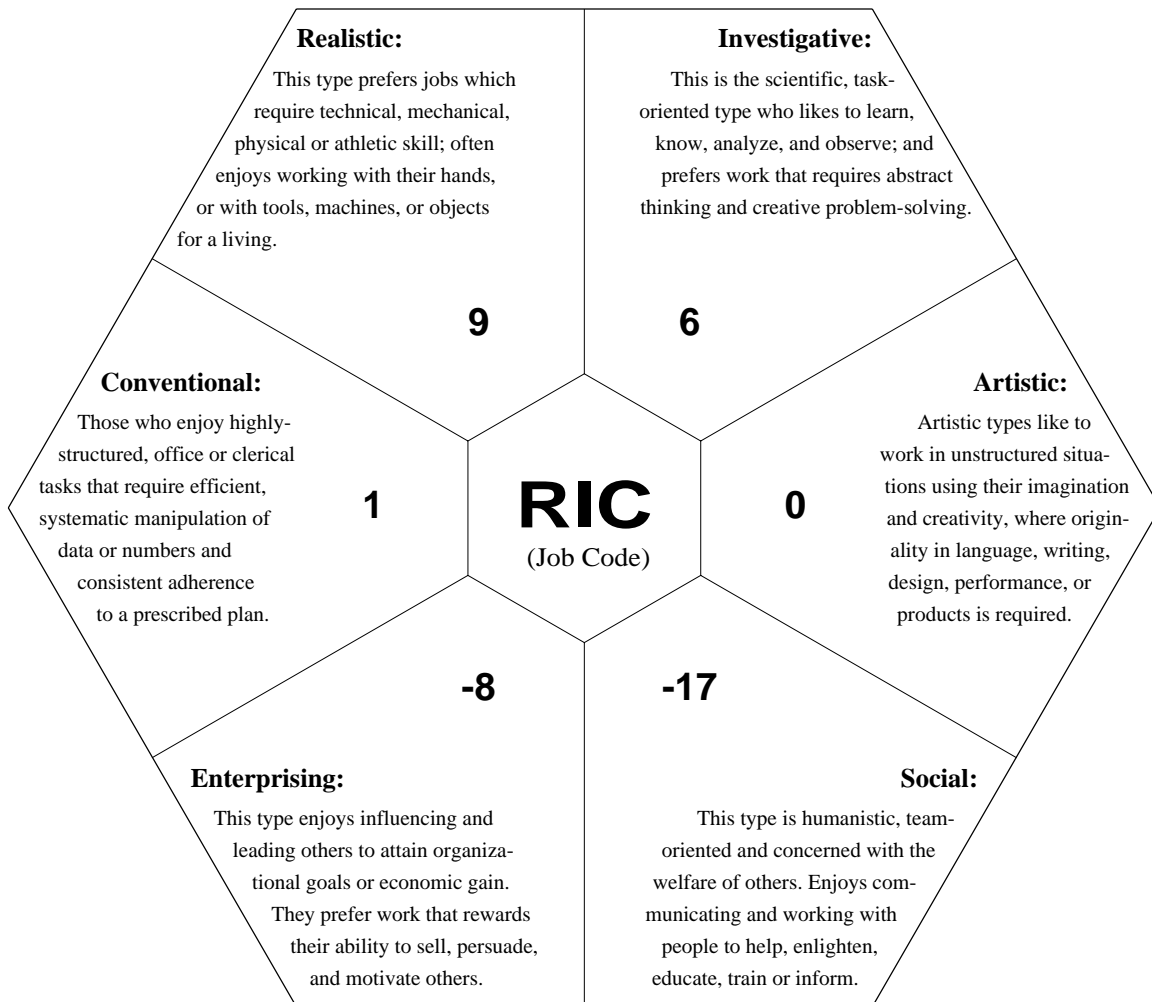
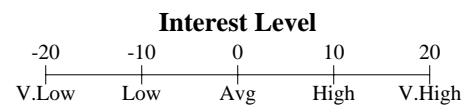
INTERPRETATION:

This model classifies all jobs, and their respective personality types, into six major categories. Adjoining categories are temperamentally most similar to one another, while those on the opposite end of the hexagon are least similar. In the center is the derived code identifying which three categories one most closely resembles. (This code correlates to specific job titles.)

SCORE INTERPRETATION:

1. Scores reflect one's level of interest & similarity to professionals in each category who are happy & successful. Scores reflect one's attraction or aversion to the six work environments. The higher a score, the lower other scores tend to be.
2. Extreme scores are neither desirable nor undesirable, but do represent strong reactions by the person to that work environment.
3. Scores over 20, or scores significantly higher than others, reflect an extreme example of that job/personality type; a 'specialist'.
4. Scores which are all close together reflect more of a 'generalist'; one who needs a mixture of several working conditions and environments for an ideal job. Examine how close or apart scores are from one another for additional insight.
5. **An ideal job should include a mixture of one's higher scores, and mostly exclude aspects where one receives negative scores.**

(See next page for additional insight)



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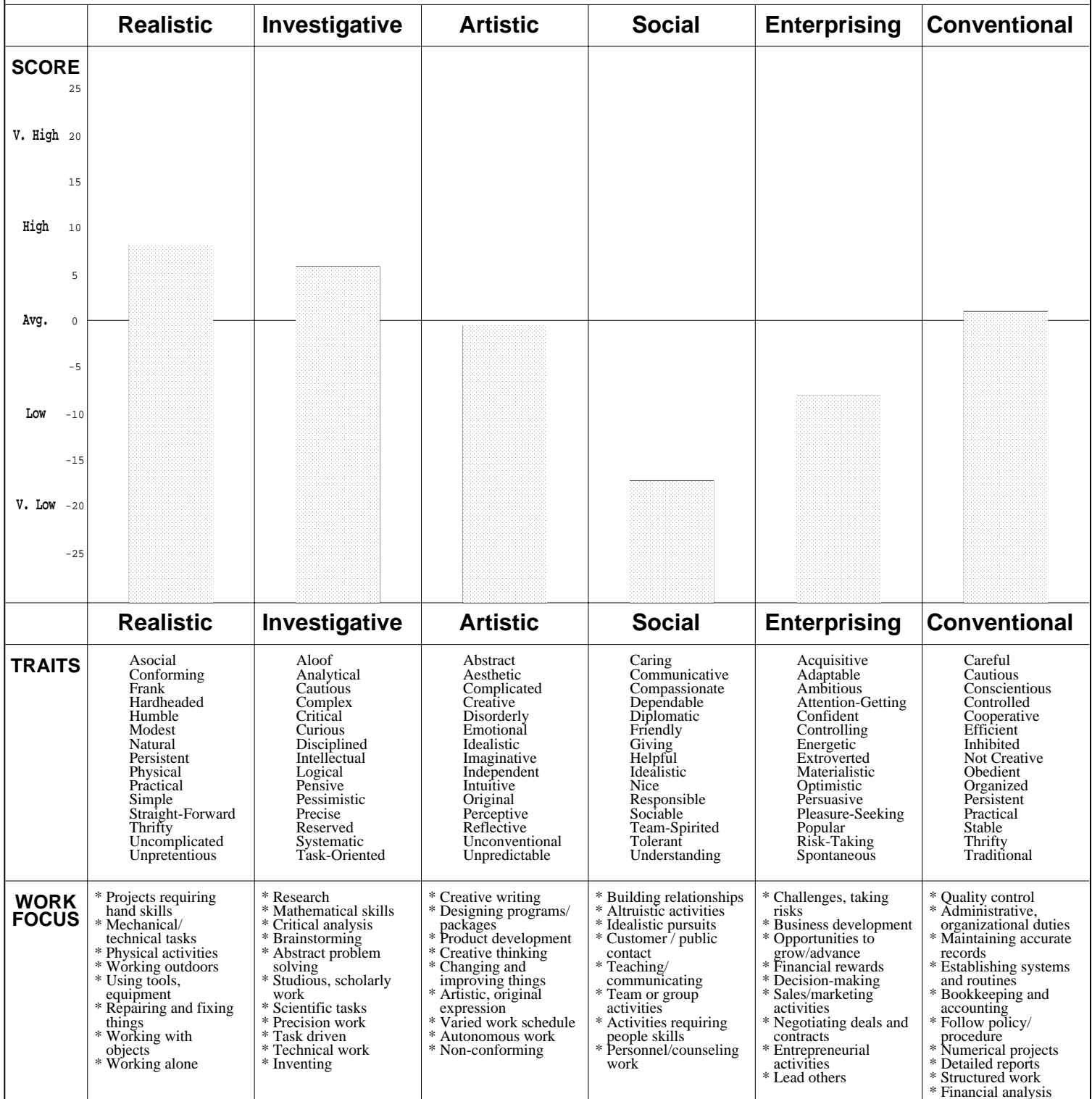
Holland Graph

Matching Personality to Job Environments

Name: David Berkowitz

Interpretation:

Bars indicate one's similarity to the lists of personality traits. The work focus is a sampling representative of each category, and is based upon Dr. Holland's theory that people will be satisfied in work environments that reinforce their individual personalities.



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