

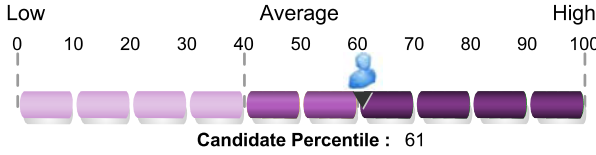
**Name** John Sample  
**Organization** Pearson Sample Corporation

**Date of Testing** 10/01/2008

**Norm Group: US General Adult**

**Assertiveness (Ascendancy)**

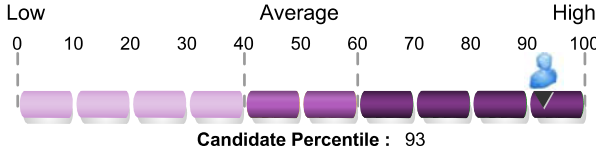
Is passive, prefers to listen rather than talk, and would rather let others take the lead



Adopts an active role in a group, makes independent decisions, and is self-assured in relationships with others

**Responsibility**

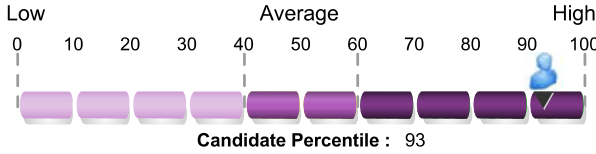
Is unable to stick to tasks that are not of interest and tends to be flighty or irresponsible



Is persistent and determined until a job is completed, is thorough in work produced, and can be relied upon

**Stress Tolerance**

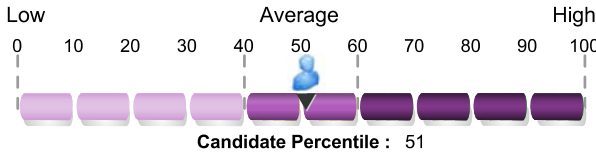
Has a low frustration tolerance and does not handle change or difficult challenges well



Tends to be worry-free, handles change well, and is calm and not easily frustrated

**Sociability**

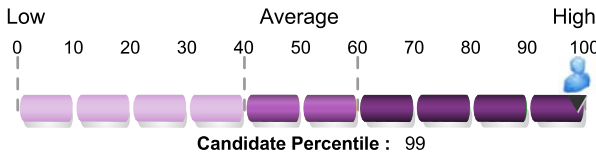
Lacks gregariousness, and may demonstrate a general restriction of social contacts or even an actual avoidance of social relationships



Likes to be around other people, likes to work with others, finds it easy to make new acquaintances, and gets along with others socially

**Self-Confidence (Self-Esteem)**

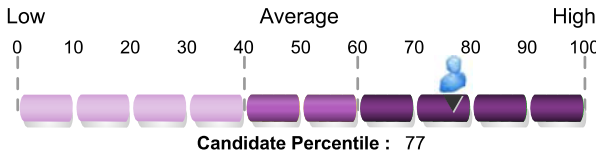
Tends to lack self-confidence, holds a negative view of self, and may be withdrawn and uncomfortable taking action



Has a positive self-regard, is comfortable taking action, and believes that his or her endeavors will be successful

**Cautiousness**

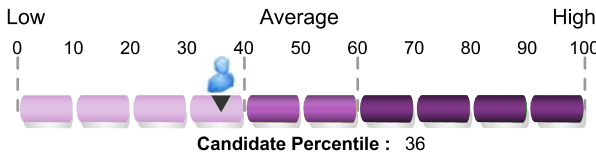
Is impulsive, acts on the spur of the moment, and enjoys taking chances



Considers matters carefully before deciding or acting and tends to avoid taking chances or risks

**Original Thinking**

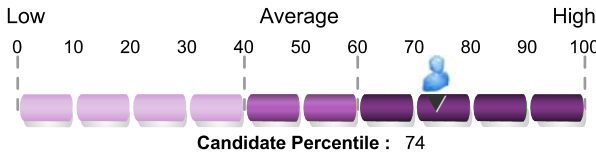
Dislikes working on difficult or complicated problems; tends not to be interested in acquiring knowledge or engaging in thought-provoking questions or discussions



Likes to work on difficult problems, is intellectually curious, and enjoys thought-provoking discussions

**Personal Relations**

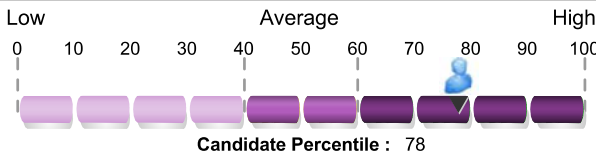
Lacks trust or confidence in people, tends to be critical of others, and may become annoyed or irritated by what others do



Has trust and faith in people, is empathetic to the issues of others, and tends to be tolerant, patient, and understanding

**Vigor**

Has a low energy level, prefers setting a slow pace, and tends to tire easily



Is vigorous and energetic, likes to work at a fast pace, and is able to accomplish more than most others