










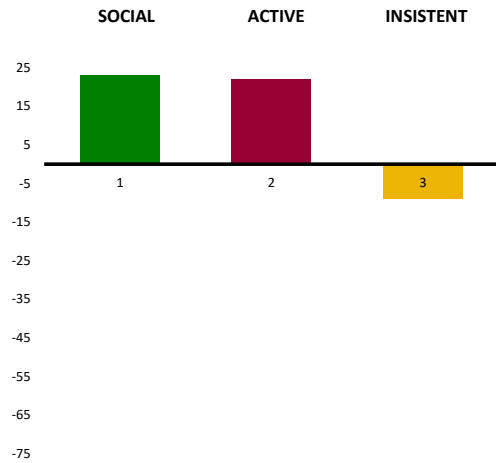
The Unexpected You: What Makes You Unique? What is Your Competitive Advantage?

COMPONENT	 SOCIAL ENERGY	 PHYSICAL ENERGY	 INSISTENCE
MY USUAL SCORE	98	97	66
BIRKAN NORM	75	75	75
NORM GAP	23	22	-9

 EMOTIONAL ENERGY	 THOUGHT	 SELF-CONSC.	 INCENTIVES
23	48	3	8
25	25	25	25
2	-23	22	17

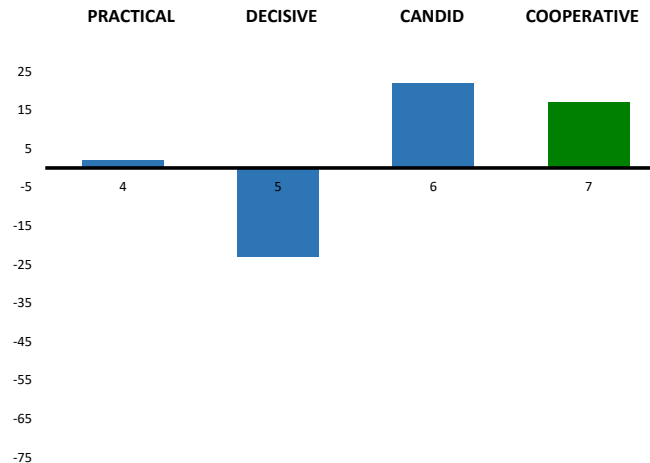
 ASSERTIVENESS	 RESTLESSNESS
37	68
45	45
8	-23

More Desirable Behaviors

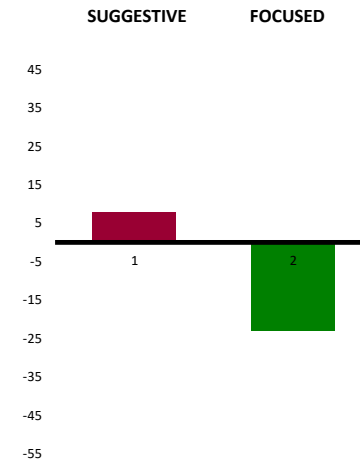


Less Desirable Behaviors

INDEPENDENT EFFICIENT FLEXIBLE



EXPRESSIVE REFLECTIVE TACTFUL COMPETITIVE



DIRECTIVE RESPONSIVE