

(1)

(2)

(3)

(4)

**CONTROLLED****Analytical Quadrant**

m 18.75% f 6.25%

25.00%

25.00%

**Driving Quadrant**

m 18.75% f 6.25%

Analytical

Driving

Analytical

Driving

Analytical

Analytical

**R**

Driver

Driver

(A)

INTP 1.5%

ISTP 4.75%

**E**

ISTJ 4.75%

INTJ 1.5%

m 1.1% f 0.4%

m 3.5% f 1.25%

**S**

m 3.5% f 1.25%

m 1.1% f 0.4%

Amiable

Expressive

**P**

Amiable

Expressive

Analytical

Analytical

**O**

Driver

Driver

(B)

**A  
S  
K  
I  
N  
G**

ENTP 4.75%

ESTP 14.0%

**N**

ESTJ 14.0%

ENTJ 4.75%

**E**

m 3.5% f 1.25%

M 10.5% f 3.5%

**S**

M 10.5% f 3.5%

m 3.5% f 1.25%

**L****K  
I  
N  
G****A S S E R T I V E N E S S****L****V****I**

Analytical

Driving

**E**

Analytical

Driving

**N**

Amiable

Amiable

**N**

Expressive

Expressive

(C)

ISFJ 4.75%

INFJ 1.5%

**E**

INFP 1.5%

ISFP 4.75%

M 1.25% f 3.5%

m 0.4% f 1.1%

**S**

m 0.4% f 1.1%

M 1.25% f 3.5%

Amiable

Expressive

**S**

Amiable

Expressive

Amiable

Amiable

Expressive

Expressive

(D)

ESFJ 14.0%

ENFJ 4.75%

ENFP 4.75%

ESFP 14.0%

m 3.5% f 10.5%

m 1.25% f 3.5%

m 1.25% f 3.5%

m 3.5% f 10.5%

**Amiable Quadrant**

m 6.25% f 18.75%

25.00%

25.00%

**Expressive Quadrant**

m 6.25% f 18.75%

**ANIMATED / EMOTING**

(1) Very Asking Column

(2) Mostly Asking Column

(3) Mostly Telling Column

(4) Very Telling Column

(A) Very Controlled Row

(B) Mostly Controlled Row

(C) Mostly Emoting Row

(D) Very Emoting Row

Percentages rounded to nearest ¼ (0.25) percent