

(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

T

(B)

A ENTP 4.75%

ESTP 14.0%

N

ESTJ 14.0%

ENTJ 4.75%

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

Driving

N**G****N**

Expressive

G

(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%

m 6.25% f 18.75%

ANIMATED / EMOTING**Expressive Quadrant**

(1) Very Asking Column

(A) Very Controlled Row

(2) Mostly Asking Column

(B) Mostly Controlled Row

(3) Mostly Telling Column

(C) Mostly Emoting Row

(4) Very Telling Column

(D) Very Emoting Row

Percentages rounded to nearest ¼ (0.25) percent