

GENERALIST

aka//

The Jack of All
Trades

*“You can ask
me anything.”*



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SPECIALIST

aka//

The Expert

*“I know all
there is to know
about this.”*



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EXTROVERT

aka//

Energized
by Others

*“Leave the
door open.”*



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INTROVERT

aka//

Energized by
Alone Time

*“Close the door
behind you.”*



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NETWORKER

aka//

The People
Person

“Have we met yet?”



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DETAILED COMMUNICATOR

aka//

The Performer

*“Let me tell
you about...”*



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DETAILED RESEARCHER

aka//

The Info Gatherer

*“That reminds
me of something
I’ve read.”*



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ADMINISTRATOR

aka//
The Person
Behind the Curtain

*“You have no idea
what I know.”*



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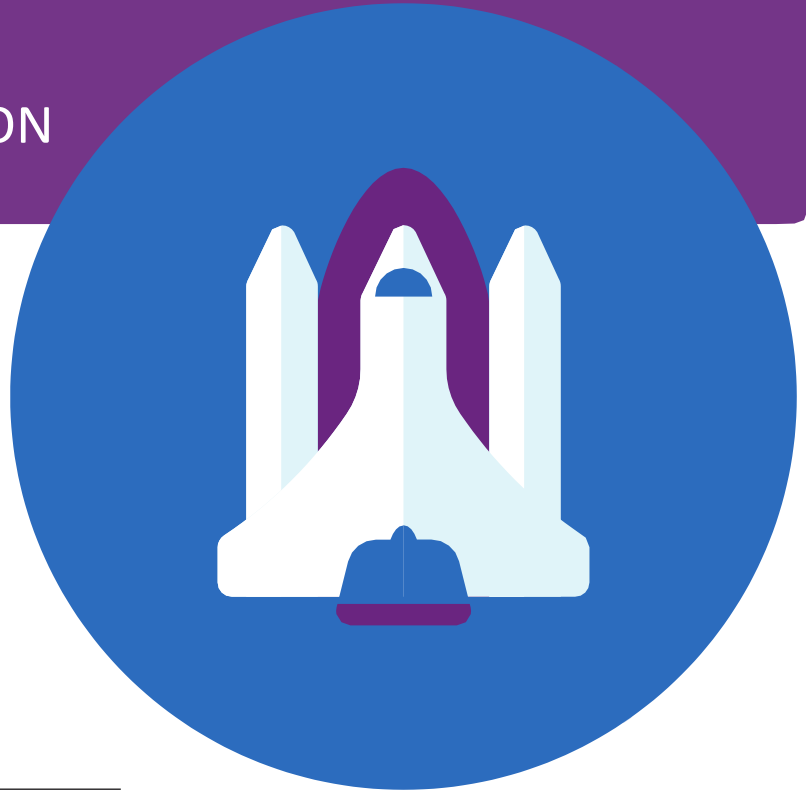
IMMEDIATE

TIME FRAME ORIENTATION

aka//

The Expediter

“Are we there yet?”



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INTERMEDIATE

TIME FRAME ORIENTATION

aka//

The Deliberator

*“Let’s consider
the possibilities.”*



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LONG RANGE

TIME FRAME ORIENTATION

aka//

The Goal Setter

*"I like to nurture
and watch
things grow."*



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HIGH CLASSIFICATION

aka//

The Quick
Problem Solver

*“I’ve got that. Next
problem please.”*



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LOW CLASSIFICATION

aka//

The Implementer

*“I need to ask you
some questions.”*



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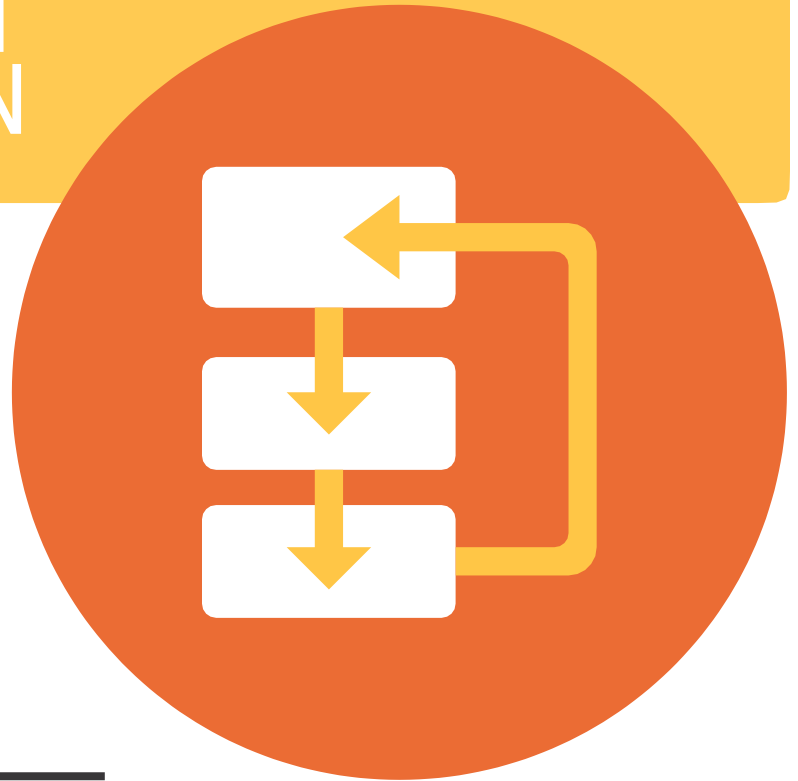
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HIGH CONCEPT ORGANIZATION

aka//

The Process
Person

*“Let me show you
the steps.”*



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LOW CONCEPT ORGANIZATION

aka//

The Decisive
Person

*“I know the
answer, just
don’t ask how.”*



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DIAGNOSTIC PROBLEM-SOLVER

aka//

The Quick
Solution Getter

*"It's easy.
Just do this."*



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ANALYTICAL

aka//

The Analyzer

*“Got an hour?
Let’s make a
pivot chart.”*



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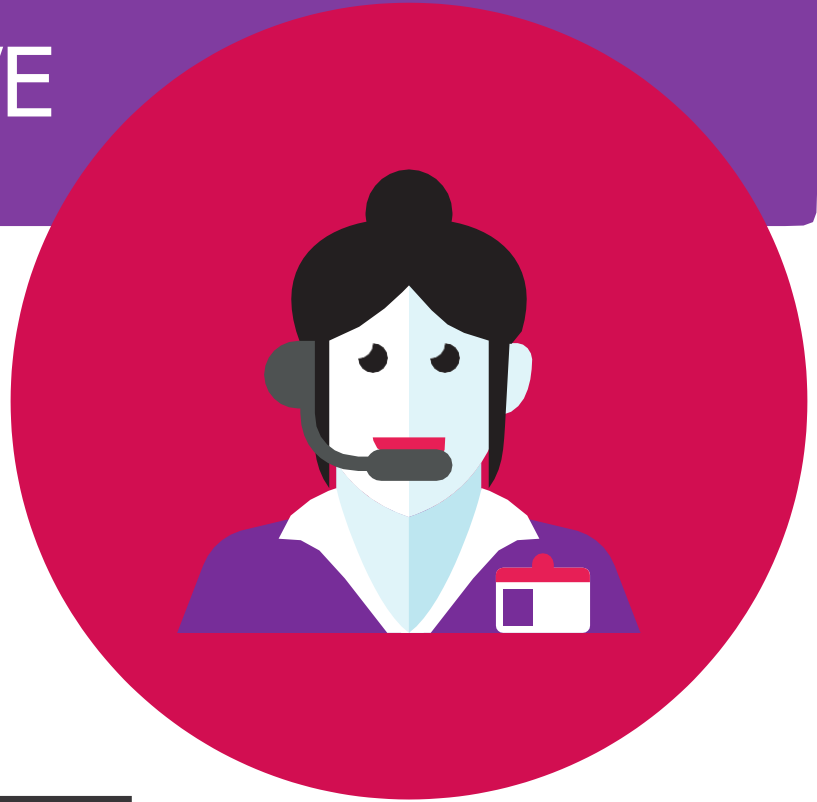
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CONSULTATIVE

aka//

The Advice Giver

*“This is what you
need to do.”*



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PRAGMATIC

aka//

The Experience
Seeker

*“Been there.
Done that.”*



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HIGH IDEA PRODUCTIVITY

aka//

The Brain Stormer

*“Try them all and
see what sticks.”*



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LOW IDEA PRODUCTIVITY

aka//

The Keeper
of Focus

*“Let’s get
THIS done!”*



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HIGH SPATIAL RELATIONS THEORY

aka//
The Philosophical
Thinker

“It’s all connected.”



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LOW SPATIAL RELATIONS THEORY

aka//

The Grounded One

*“Show me my
path.”*



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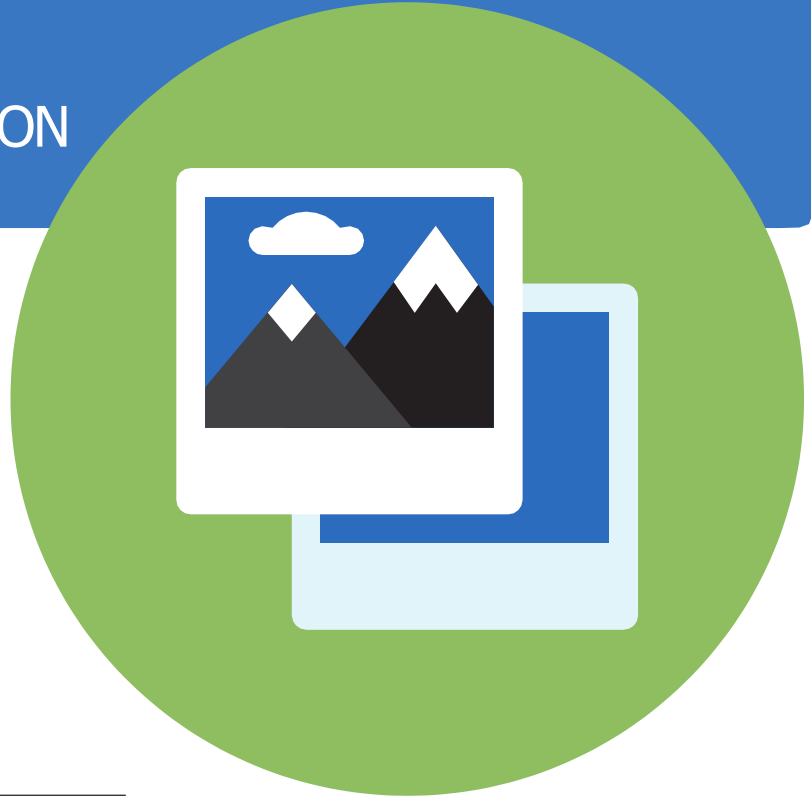
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HIGH SPATIAL RELATIONS VISUALIZATION

aka//

The Realist

*“Show me
the proof.”*



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LOW SPATIAL RELATIONS VISUALIZATION

aka//

The Intangible
Believer

*“I don’t need to
see to believe.”*



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ENGINEER

aka//

The Innovator

*“That is good,
but I can make
it better.”*



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BUILDER

aka//

The Producer

*“Wait until I get
my hands on it.”*



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THEORIZING

aka//
The Professor

*“I theorize
therefore I am.”*



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EXECUTING

aka//

The Practical One

“Tell me what to do. Not why.”



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HIGH DESIGN MEMORY

aka//

The 2-Dimensional
Thinker

*“Let me draw you
a picture.”*



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HIGH OBSERVATION

aka//
The Noticer

*“Did you get your
bangs trimmed?”*



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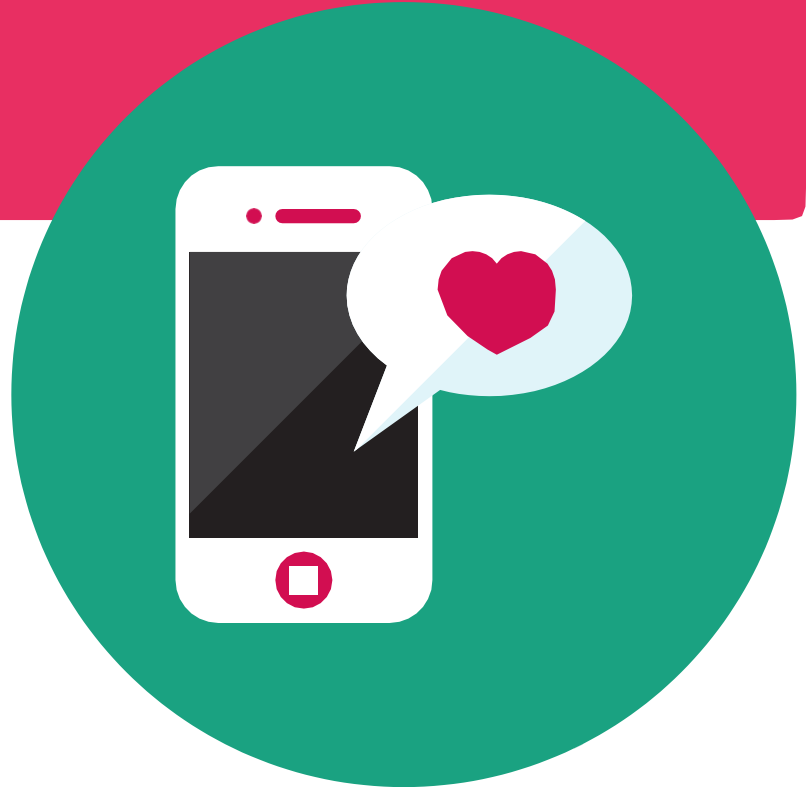
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HIGH VERBAL MEMORY

aka//

The Reader

*“Send me an
email.”*



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HIGH TONAL MEMORY

aka//

The Listener

*“If you tell me,
I’ll remember.”*



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HIGH RHYTHM MEMORY

aka//
The Little
Drummer

*“Put it to a beat
and I’ll remember
it forever.”*



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HIGH PITCH DISCRIMINATION

aka//

A Superstar
Listener

*“You are singing
off key.”*



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HIGH NUMBER MEMORY

aka//

The Memorizer

*"I prefer Pi over
cake."*



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HIGH VISUAL PROFICIENCY

aka//

The Proofreader

*“Missed edits
give me a thrill.”*



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HIGH TONAL MEMORY +
RHYTHM MEMORY +
PITCH DISCRIMINATION

aka//

The Musician

*“All music
moves me.”*



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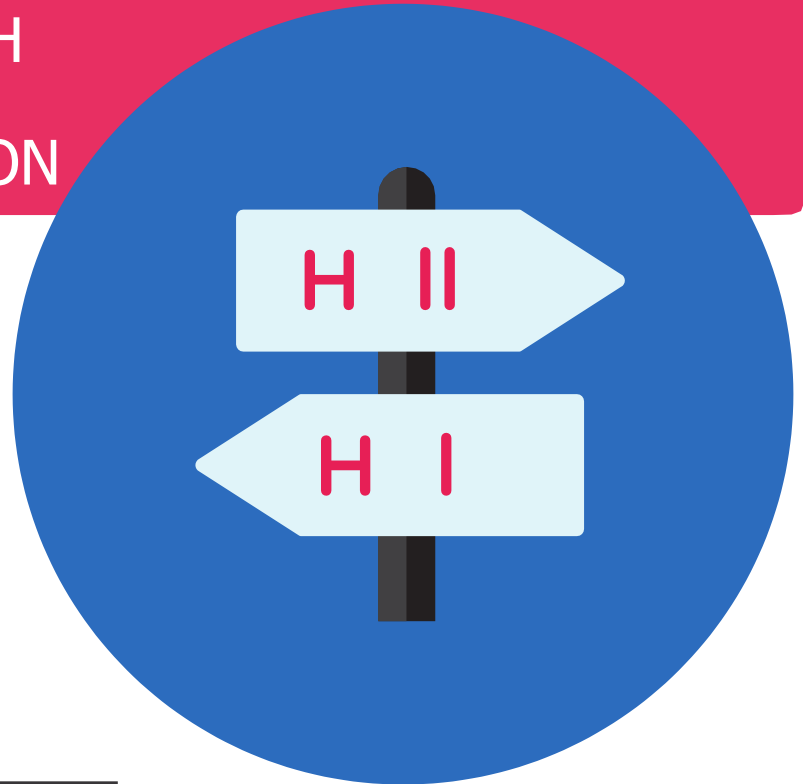
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HIGH VERBAL MEMORY +
TONAL MEMORY WITH
RHYTHM MEMORY &
PITCH DISCRIMINATION

aka//

The Language
Learner

*“I speak your
language.”*



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