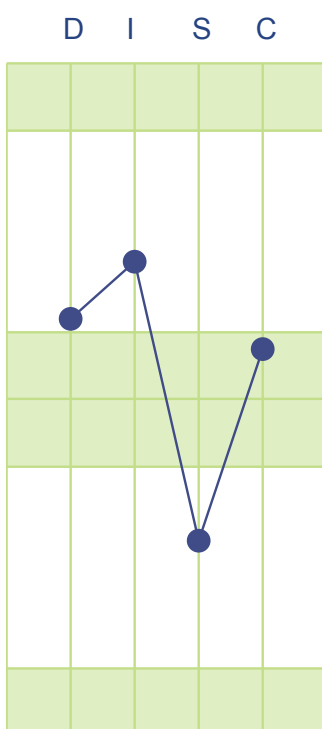




CAREER GUIDE: Thomas Sample

08/06/2012
Private & Confidential

SELF IMAGE - GRAPH III



Thomas Sample is an integrative leader of others who uses persuasion and fact to get his point across. There is an inherent ability both to absorb and share information on a variety of subjects. He is naturally outgoing and assertive. However, while appearing to be somewhat lighthearted, this person will tend to abide by the rules. He can, in fact, be quite conventional in approach. Though detail-oriented, there is a need for variety in both tasks and situations. Thomas Sample is quite mobile and enjoys travelling.

He is normally assertive and positive but will give in to more authoritative personalities and established authority. Being a persuader rather than a director, the emphasis is on winning wars not battles i.e. this person will give in order to gain. A good promoter of images, he is likely to be an effective motivator of people. He has a tendency to gravitate toward areas of endeavour which involve people rather than things.

Thomas Sample will probably prefer to start rather than finish projects. While quite happy to make decisions based on fact, there is an indication that harsh and unpopular decisions will be avoided where possible. When absolutely necessary, the approach will be somewhat indirect with an effort made to shift blame/responsibility. This should not be read as a suggestion that he cannot make decisions. Thomas Sample is outgoing and gregarious by nature and gets on a first-name basis easily. He enjoys the limelight and public recognition of achievement.

SELF MOTIVATION

Thomas Sample requires a social environment in which to work and play. Social activity and recognition are important. He is motivated by public recognition and monetary rewards. There is a need for variety in a structured environment. The inner drive is a requirement to be liked by others and a need to avoid antagonistic situations.

JOB EMPHASIS

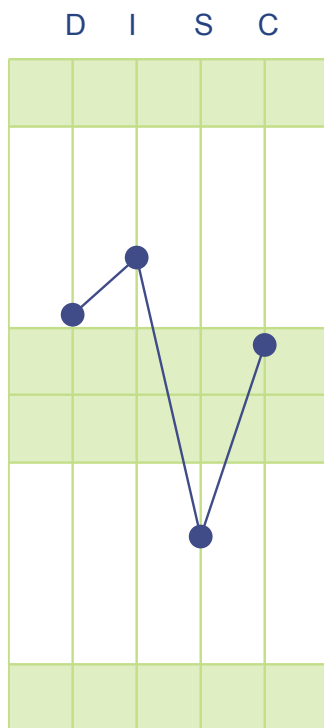
Achievement of accurate results through others

Thomas Sample requires a working environment which involves people. There is a natural tendency toward leadership and the manipulation of others. Ideally the job will be in a structured environment, but will allow for freedom from controls.

DESCRIPTIVE WORDS

Outgoing, gregarious, systematic, self-starter, mobile, conventional, accurate, positive, assertive, verbally aggressive, persuasive, influential, alert, active, competitive, asks "who" and "why".

MOTIVATORS



Thomas Sample is motivated by situations which allow him to have the power, authority, freedom and recognition for the work that he is doing. It should be noted, that there is also a need to do things in a systematic, logical manner and as such security and very clear objectives are also important motivators.

Ideally Thomas Sample's boss will be a participative but direct leader, who not only motivates, but has a natural ability to communicate and direct. Communication should be in a logical and systematic manner and it is important for the boss to recognise that Thomas Sample works best in situations where the exact requirements have been negotiated. Authority and responsibility to act should then be given. There may however be occasions when assistance is needed to speed up the decision making process, especially if these are outside Thomas Sample's area of expertise.

CAREER GUIDELINES

SPECIALIST NEGOTIATOR

The characteristics of Thomas Sample suggest that he would be behaviourally compatible with the functions listed below.

- Sales and Marketing Management
- Specialist or Technical Selling (Computers, Finance, Technical and/or Capital Equipment)
- Public Relations (Manager, Officer)
- Key Accounts Manager
- Engineering Management
- Regional, Area and Branch Management
- Project Engineer
- Sales Engineer

- Self Employed
- Business Consultant
- Industrial Relations (Manager, Officer)
- Trainer, Teacher
- Demonstrator, Canvasser
- Lecturer
- Hotelier, Restaurant or Club Manager
- Travel Agent
- Personnel and Marketing Services.
- Quality Inspector or Manager
- Hospital Management

Please note that the above career guide indicates job areas best suited to Thomas Sample's work style. It in no way suggests that the above are the only avenues open to him or with which he could cope. The Personal Profile Analysis does not take into account education, experience or qualifications; it is a work-orientated inventory.