

EMERGENETICS® | PROFILE

CHRISTOPHER RAMIREZ - FEBRUARY 3, 2014

HOW YOU THINK: PERCENTAGES

ANALYTICAL = 29%

- Clear thinker
- Logical problem solver
- Data driven
- Rational
- Learns by mental analysis

STRUCTURAL = 28%

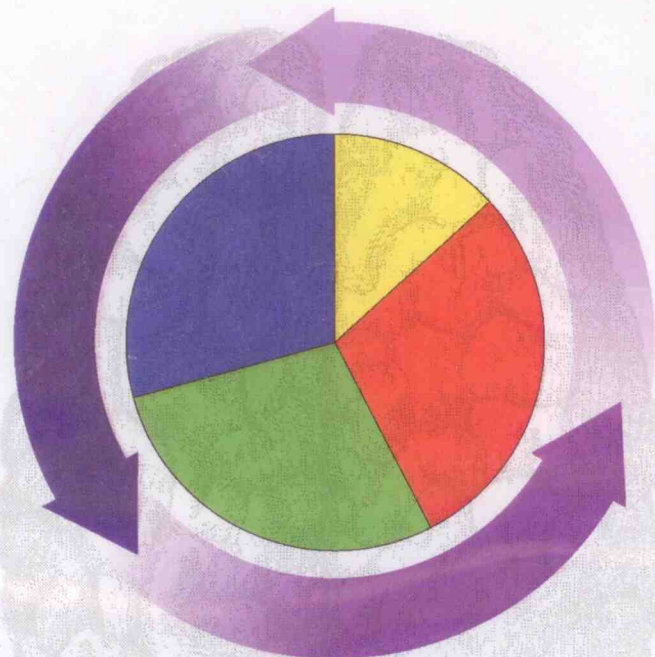
- Practical thinker
- Likes guidelines
- Cautious of new ideas
- Predictable
- Learns by doing

CONCEPTUAL = 13%

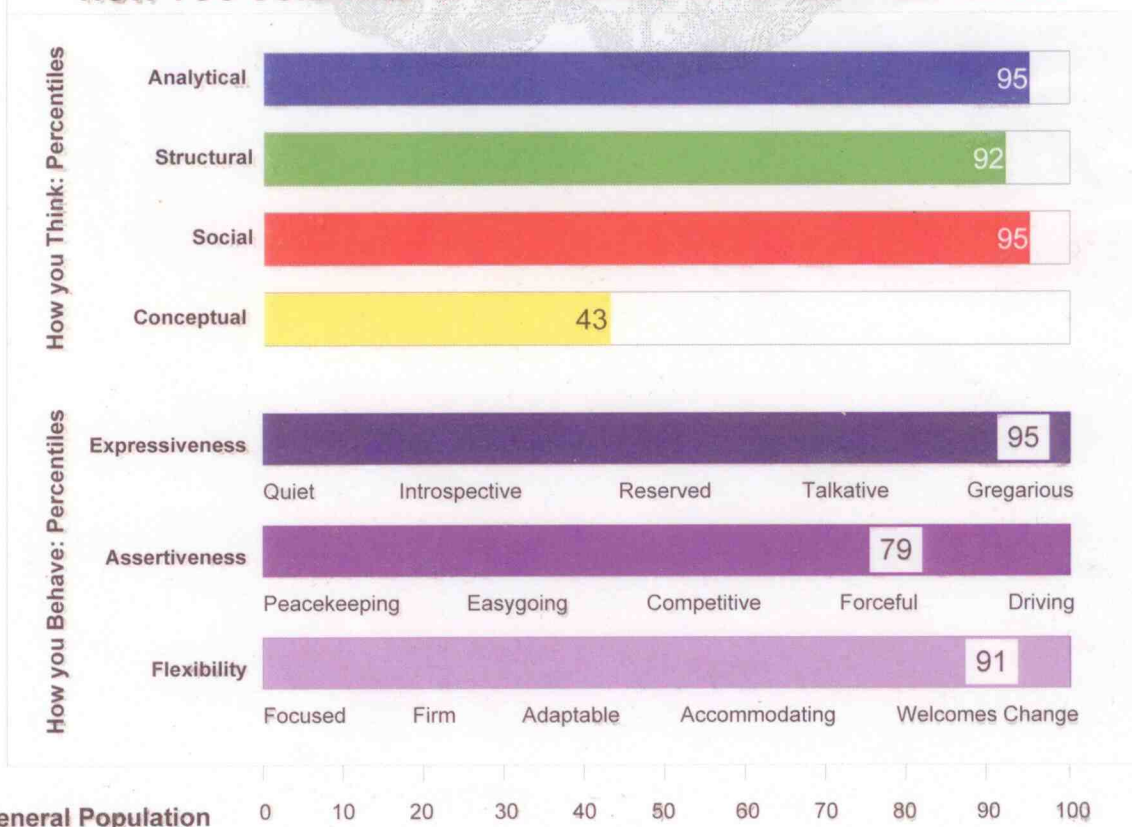
- Imaginative
- Intuitive about ideas
- Visionary
- Enjoys the unusual
- Learns by experimenting

SOCIAL = 29%

- Relational
- Intuitive about people
- Socially aware
- Empathic
- Learns from others

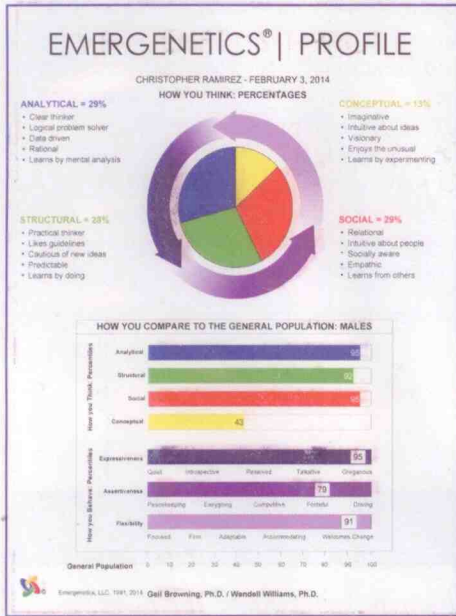


HOW YOU COMPARE TO THE GENERAL POPULATION: MALES





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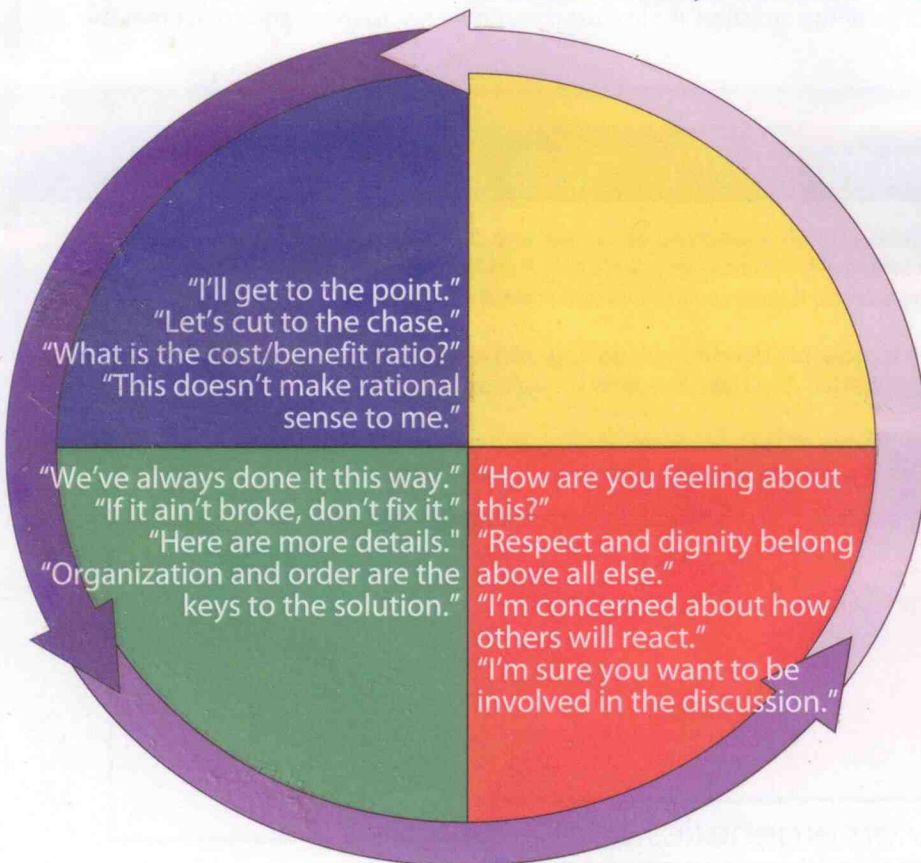


Interaction Strategies

What are they thinking?	Practical approach that takes feelings into account
How best to reach them?	Specific, detailed instructions that point towards a clear objective
How to initiate action?	Engage in a thorough discussion and ensure constant support
Decision-making process?	Cautious, thoughtful, and considerate
Internal or external processor?	External - oral communication leads to the right answer
Need time for thought?	Usually not
Embraces change?	Usually
Multi-tasker?	Yes
Driver?	Yes
Challenges for an employer?	Eager to please and can be unexpectedly abrupt

Communication Strategies

What to say and how to say it



Speak up.
Gesticulate.

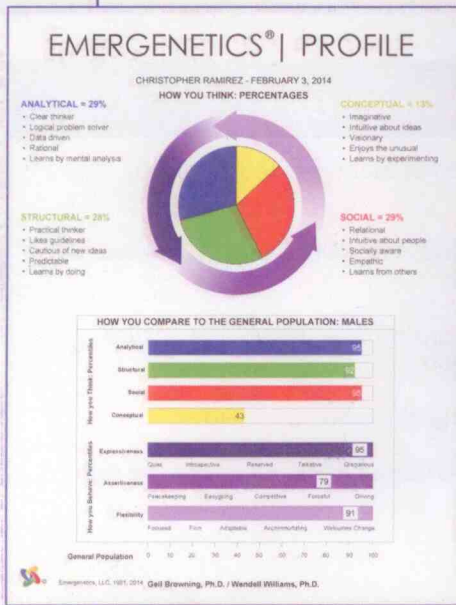
Fast-paced actions are OK.
Confrontation and lively debate are OK.

Do it any way.
Give them many options.

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Leadership Styles

As a leader, he probably prefers a fast pace though he values logic and order. He probably has a desire to work with people, and in doing so, he is generally animated and affable. When the unexpected occurs (which of course it always does), he does not become flustered, but instead uses his originality and Flexibility to find another way that works. He most likely is not afraid to ask tough questions, even if doing so puts others on the spot. He can forge strong alliances, and excels at teambuilding and mentoring. Generally his idea of looking into the future is to focus on goals that can be accomplished within the next one to three years. He may have trouble delegating, because he isn't sure he can trust others to do the job correctly, and sometimes his desire to do things "by the book" may discourage creativity. He is probably prompt and task-oriented, and he excels at time management and meeting deadlines.



What are they thinking?

He has two thinking preferences (Analytical and Structural) from the "left brain" and one (Social) from the "right brain." This gives his brain a slight bias for the logical and rational over the intuitive and inspired. He has two thinking preferences (Structural and Social) that are concrete and one (Analytical) that is abstract, giving his concern for details and practical matters a slight edge over theorizing and speculating.

The gift of a tri-modal thinker is the ability to empathize with other ways of thinking. He can understand nearly anyone. He can be a catalyst or a facilitator in a group and help promote understanding among the team members.

The stress of having this Profile comes from being "Jack of all trades but master of none." He is not always able to sort out his thoughts or feelings about an issue; to him, all sides of the issue make sense. Most likely, making a decision is difficult and time-consuming. As one tri-modal explained, "My brain needs to weigh all sides of the question. It's like the committee has to meet, and sometimes the committee fights with itself!"

Behavioral Preferences

Because his level of **Expressiveness** is in the third third, he is probably talkative, outgoing, and lively. He may openly communicate affection for others, may easily start conversations with strangers, and may be comfortable attracting attention to himself. His facial expressions and gestures probably are animated, and he may be happy to share information about himself.

Because his level of **Assertiveness** is in the third third, he is probably determined, driving, and telling. He generally doesn't mind handling uncertain situations, and he may enjoy being in charge. As a rule, he voices his opinions and concerns willingly.

Because his level of **Flexibility** is in the third third, he is probably affable, accommodating, and easygoing. He probably is patient with difficult people and even-tempered in most situations. He is generally congenial and easy to get along with.