

Thinking Pattern Reports

Thinking Process Inventory

Prepared for

SampleB SampleB



Orchestrating Results

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Thinking Process Inventory

	Talent	Attitude	Skill
Low Risk			
Situational Risk	ü	ü	ü
Conditional Risk			
Real Risk			

Low Risk (□)	Excellent ability to utilize the capacity and translate the talent into decisions; reduces the potential for errors and mistakes.
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Situational Risk (ü)	Very good ability to utilize the capacity especially in well defined areas; however, there are specific situations that can interfere with the translation into decisions.
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Conditional Risk (□)	Limited access to the capacity indicating actual conditions that will increase the potential for mistakes and errors and restrict the transfer into decisions.
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Real Risk (□)	Restricted access to the capacity indicating the ability is consistently unavailable and individuals are subject to mistakes and errors in judgment.
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PRIORITIZED CORE STRENGTHS

1) Listening To Patients: (Communicating With Patients)(NRS-6C)-Very Good Potential

Pay attention to viewpoints that are uninteresting or contrary but will likely be critical of ideas different from theirs.

2) Doing Things Right: (Job Related Attitudes)(NRS-17C)-Very Good Potential

Inventiveness and individualism can lead them to pay more attention to novel thinking than to doing things right.

3) Reading Patient Needs: (Relating With Patients)(NRS-3B)-Very Good Potential

Keen insight into others seeing the potential for good and bad couched within cautiously optimistic attitudes.

4) Prejudice-Bias Index: (Relating With Patients)(NRS-2C)-Very Good Potential

The ability to see and understand others is couched within a tendency to be somewhat cautious and skeptical about others.

5) Persistence: (Personal Work Attitudes)(NRS-29B)-Very Good Potential

The ability to understand the value of personal commitment even though there is some uncertainty about the future.

6) Sensitivity To Others: (Handling Patient Rejection)(NRS-15B)-Very Good Potential

Ability to assess the risk involved in relationships while maintaining cautiously optimistic attitudes.

7) Attention To Policies And Procedures: (Job Related Attitudes)(NRS-18E)-Very Good Potential

Strong individualism and respect for rights of Patients will focus on implement policies that are beneficial to Patients.

PRIORITIZED DEVELOPMENT AREAS

1) Common Sense Thinking: (Problem Solving Capacity)(NRS-23C)-Real Risk

Focus on results and their immediate environment can lead them to overlook the consequences of what they are doing.

2) Patience With Patients: (Relating With Patients)(NRS-5B)-Real Risk

Skeptical, cynical, critical, demanding, and impatient with others, focuses on the negative.

3) Evaluating What Is Said: (Communicating With Patients)(NRS-7)-Real Risk

Can have difficulty realistically assessing what is said leading to unrealistic optimism or skeptical attitudes.

4) Self Control: (Handling Patient Rejection)(NRS-14)-Conditional Risk

Tendency to react impulsively in stressful situations can lead to difficulty maintaining control in the sales process.

5) Meeting Schedules And Deadlines: (Job Related Attitudes)(NRS-19H)-Conditional Risk

Uncertainty about which direction is right can lead them to have difficulty consistently meeting schedules and deadlines.

OVERALL TENDENCIES

- Are focused on what is practical and workable, creating results, what is immediately important, and getting things done.
- Can identify crucial issues which have immediate impact and turn your insights into practical advice.
- Will become too 'now' and results oriented leading to crisis problem solving, reactive thinking, and to a skeptical, impatient attitude toward the world in general and people in particular.
- Are likely to be an individualist challenging existing ideas and ways of doing things, potentially developing a 'chip on the shoulder' attitude when things do not work out.
- Will tend to put off or discount the need for planning and may overlook the consequences of decisions, potentially underestimating your responsibility relative to the impact of your decisions.
- Will be more comfortable in social/external situations where you can control the risk of your exposure.
- Are likely to become overly pragmatic and competitive, developing critical, impatient, advice giving, and skeptical attitudes toward others, especially when they do not get things done in a practical, effective manner.
- Will listen selectively, overlooking the personal concerns of others and the effect your response can have on them.
- Have a strong sense of commitment to personal goals and expectations such that success and fulfillment are rooted in achievement of your personal goals.
- Tend to live what you think you ought to be becoming susceptible to frustration and anxiety, to feelings of guilt and inadequacy when you do not measure up.
- Tend to blow up your imperfections and mistakes and become extremely sensitive to what others think or say about you.
- Tend to feel frustrated, anxious and dissatisfied because you believe that your current situation does not allow you to perform to potential or that you are not achieving your best.
- Commitment to personal goals and persistence can be an anchor in difficult times but can also lead to stubborn insistence that your way is right regardless of circumstances.