



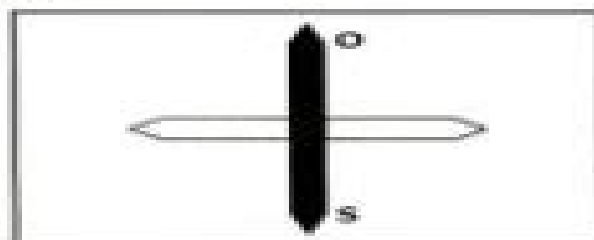
# Behavioral Profiles: Scoring Matrix

Tony Alessandra & Michael J. O'Connor

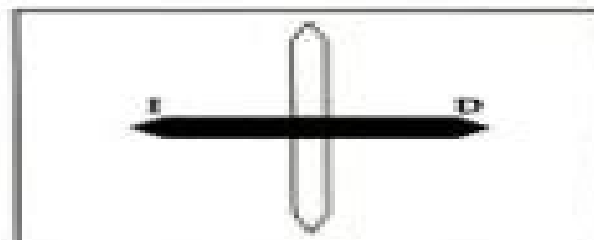
Note: This scoring matrix is designed to be used with the *Behavioral Profiles: Self-Assessment* and/or the *Behavioral Profiles: Observer Assessment*.

By this time, you have scores for yourself either from the *Self-Assessment* or from the *Observer Assessment* or both. The last task on page 4 of the instrument determines two sets of letter/number combinations, which are indicative of your behavioral style.

The first dimension is that of "O" or "S." "O" stands for Open, also described as Supporting. "S" stands for Self-Contained, also described as Controlling. The Open/Self-Contained (Supporting/Controlling) dimension describes a continuum of behaviors that reflect a person's priorities—ranging from highly relationship oriented to highly task oriented. An Open person is more relationship oriented, and a Self-Contained person is more task oriented. The letter that you circled ("O" or "S") indicates where on this continuum your main tendencies lie.



The second dimension is that of "D" or "I." "D" stands for Direct, and "I" stands for Indirect. The Direct/Indirect dimension describes a continuum of behaviors that reflect the degree of a person's extroversion or introversion. A Direct person is more outward focused and an Indirect person is more inward focused. The letter that you circled ("D" or "I") indicates where on this continuum your main tendencies lie.



Of course, each dimension reflects a continuum of actions. No person is purely Direct or Indirect or Open (Supporting) or Self-Contained (Controlling). In the scoring matrix that follows, the Directness and Openness dimensions generate sixteen different, recognizable, and habitual behavioral patterns. Each, therefore, represents unique combinations of Openness and Directness levels—unique relationship behaviors. Although behavioral style is only a partial description of behavior and habits, it is highly effective in describing how others perceive you in business and social situations.

Now you are ready to plot your scores on the scoring matrix.

# People Smarts Behavioral Pro Scoring Matrix Pamphlet

**M Tight**



## **People Smarts Behavioral Pro Scoring Matrix Pamphlet:**

## **People Smarts Behavioral Pro Scoring Matrix Pamphlet** Book Review: Unveiling the Magic of Language

In an electronic digital era where connections and knowledge reign supreme, the enchanting power of language has become much more apparent than ever. Its capability to stir emotions, provoke thought, and instigate transformation is really remarkable. This extraordinary book, aptly titled "**People Smarts Behavioral Pro Scoring Matrix Pamphlet**," written by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound impact on our existence. Throughout this critique, we shall delve to the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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### **Table of Contents People Smarts Behavioral Pro Scoring Matrix Pamphlet**

1. Understanding the eBook People Smarts Behavioral Pro Scoring Matrix Pamphlet
  - The Rise of Digital Reading People Smarts Behavioral Pro Scoring Matrix Pamphlet
  - Advantages of eBooks Over Traditional Books
2. Identifying People Smarts Behavioral Pro Scoring Matrix Pamphlet
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an eBook Platform
  - User-Friendly Interface
4. Exploring eBook Recommendations from People Smarts Behavioral Pro Scoring Matrix Pamphlet
  - Personalized Recommendations
  - People Smarts Behavioral Pro Scoring Matrix Pamphlet User Reviews and Ratings

- People Smarts Behavioral Pro Scoring Matrix Pamphlet and Bestseller Lists
- 5. Accessing People Smarts Behavioral Pro Scoring Matrix Pamphlet Free and Paid eBooks
  - People Smarts Behavioral Pro Scoring Matrix Pamphlet Public Domain eBooks
  - People Smarts Behavioral Pro Scoring Matrix Pamphlet eBook Subscription Services
  - People Smarts Behavioral Pro Scoring Matrix Pamphlet Budget-Friendly Options
- 6. Navigating People Smarts Behavioral Pro Scoring Matrix Pamphlet eBook Formats
  - ePub, PDF, MOBI, and More
  - People Smarts Behavioral Pro Scoring Matrix Pamphlet Compatibility with Devices
  - People Smarts Behavioral Pro Scoring Matrix Pamphlet Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of People Smarts Behavioral Pro Scoring Matrix Pamphlet
  - Highlighting and Note-Taking People Smarts Behavioral Pro Scoring Matrix Pamphlet
  - Interactive Elements People Smarts Behavioral Pro Scoring Matrix Pamphlet
- 8. Staying Engaged with People Smarts Behavioral Pro Scoring Matrix Pamphlet
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers People Smarts Behavioral Pro Scoring Matrix Pamphlet
- 9. Balancing eBooks and Physical Books People Smarts Behavioral Pro Scoring Matrix Pamphlet
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection People Smarts Behavioral Pro Scoring Matrix Pamphlet
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine People Smarts Behavioral Pro Scoring Matrix Pamphlet
  - Setting Reading Goals People Smarts Behavioral Pro Scoring Matrix Pamphlet
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of People Smarts Behavioral Pro Scoring Matrix Pamphlet
  - Fact-Checking eBook Content of People Smarts Behavioral Pro Scoring Matrix Pamphlet
  - Distinguishing Credible Sources

13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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