



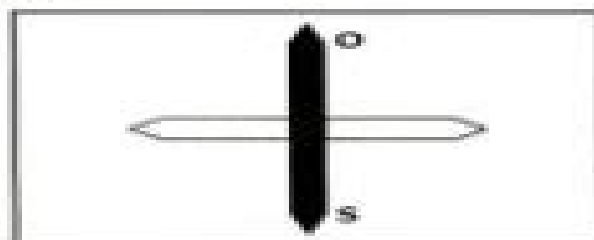
Behavioral Profiles: Scoring Matrix

Tony Alessandra & Michael J. O'Connor

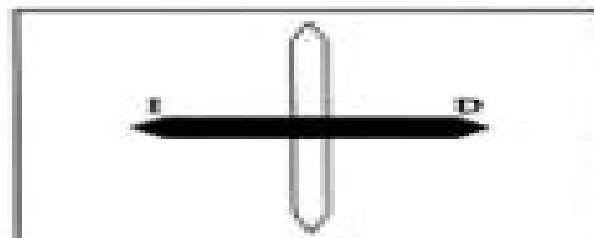
Note: This scoring matrix is designed to be used with the *Behavioral Profiles: Self-Assessment* and/or the *Behavioral Profiles: Observer Assessment*.

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.

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Clemens Wendtner



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Health technology assessment in cardiovascular diseases Komal Shah,Deepak Saxena,Kamal Sharma,2023-03-01

Psychosocial Care for People with Diabetes Deborah Young-Hyman,Mark Peyrot,2012-11-30 Psychosocial Care for People with Diabetes describes the major psychosocial issues which impact living with and self management of diabetes and its related diseases and provides treatment recommendations based on proven interventions and expert opinion The book is comprehensive and provides the practitioner with guidelines to access and prescribe treatment for psychosocial problems commonly associated with living with diabetes

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The Educator's Guide to Designing Games and Creative Active-Learning Exercises Joe Bisz,Victoria L. Mondelli,2023 Every educator s imaginative instincts will be guided by this book s practical design method which harnesses the power of play for student learning Teachers from all disciplines and levels can create a full spectrum of engaging exercises through the authors six accessible ALLURE steps Ask where to apply the play List the mental moves Link the mental moves to the play Understand how the learning principles operate Run the activity game Evaluate the learner experience Along with principles from game based learning pedagogy readers will explore a framework of original complex mechanic teaching templates which will help their fledgling instructional activities cross the bridge into fully formed games Beginners and veterans will find multiple entry points from adding a single playful element student roles to discussions to more elaborate designs riddles and simulations They will also learn different levels of producing physical tabletop components cards boards plastic pieces or light digital options discussion board riddles Google Slides games Born from the authors extensive experiences running professional development workshops this guide has been frequently requested by teachers at the secondary school and college levels librarians instructional designers and others caught by the allure of educational games and play Book Features Offers hands on practical advice about how to be more playful with your students with a focus on nondigital activities and games Written in the language of instructional design so advanced

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Domenico Formica,Emiliano Schena,2021-09-01 This book focuses on new sensing technologies measurement techniques and their applications in medicine and healthcare Specifically the book briefly describes the potential of smart sensors in the aforementioned applications collecting 24 articles selected and published in the Special Issue Smart Sensors for Healthcare and Medical Applications We proposed this topic being aware of the pivotal role that smart sensors can play in the improvement of healthcare services in both acute and chronic conditions as well as in prevention for a healthy life and active aging The articles selected in this book cover a variety of topics related to the design validation and application of smart sensors to healthcare Community Oral Health Practice for the Dental Hygienist - E-Book

Christine French Beatty,2016-02-16 NEW Content updates include Healthy People 2020 health literacy teledentistry the Affordable Care Act oral health workforce models access to care interprofessional practice and more NEW Full color design highlights key concepts within each chapter NEW Art program delivers more photos to help drive home key concepts

Grieve's Modern Musculoskeletal Physiotherapy E-Book Deborah Falla,Jeremy Lewis,Christopher McCarthy,Chad E Cook,Michele Sterling,2024-04-02 Originally edited by Gregory Grieve a founder of modern manual therapy the fifth edition of Grieve s Modern Musculoskeletal Physiotherapy continues to offer contemporary evidence models of diagnosis and practice that make this one of the most highly respected reference books for physiotherapists This edition has been fully updated to provide an overview of the latest science in a rapidly evolving field It includes detailed directions for research informed patient care for a range of musculoskeletal disorders as well as up to date information on the global burden research methodologies measurements and principles of assessment and management A new international editorial board with experience in both research and clinical practice bring a truly comprehensive perspective to this book meaning those practising musculoskeletal physiotherapy today will find it highly clinically relevant to their work Edited by an internationally recognised editorial board brings expertise in both research and clinical practice Fully updated with the latest published evidence Clear guidance on evidence based contemporary practice Management of conditions relating to both the vertebral column and peripheral joints Updated reviews on the science and practice of a wide range of treatment modalities Principles of effective communication screening clinical reasoning lifestyle considerations behavioural change and self management Summary boxes and clinical tips to support clinical assessment and management More than 300 figures and illustrations Global burden of musculoskeletal disorders including history epidemiology and new models of care A range of new research methodologies including N of 1 research designs systematic reviews and meta analyses population based cohort studies consensus research and response analyses in musculoskeletal research How to navigate the endless wave of information and

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Methods of IT Project Management Jeffrey L. Brewer, Kevin C. Dittman, 2018-09-15 Methods of IT Project Management Third Edition is built around the latest version of the Project Management Body of Knowledge PMBOK and covers best practices unique to the IT field It is designed for use in graduate advanced undergraduate and professional IT project management courses to prepare students for success in the IT field and to prepare them to pass the Project Management Professional PMP certification exam given by the Project Management Institute PMI the world's leading certification in the field of project management Unlike other project management texts Methods of IT Project Management follows the IT project life cycle from overview and initiation to execution control and closing An enterprise scale IT project macro case study runs through the entire text Each section presents mini cases based on the larger case and focuses on new concepts presented in each section Readers gain practical knowledge of IT project management workflows at scale while building technical knowledge and skills required to pass the PMP Mini case studies encourage deep retention prompt rich in class discussion and challenge more advanced students and professionals alike Unique skills covered can be put directly into practice An appendix presents practice study questions and advice on preparing for and passing the PMP exam The revised third edition includes expanded coverage of agile system development methodologies leadership and negotiation skills and process maturity models

Monthly Catalog of United States Government Publications, 1988 **Abstracts ... Annual Meeting of the American Public Health Association and Related Organizations** American Public Health Association. Annual Meeting, 1996 **Applied Mechanics Reviews**, 1989

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