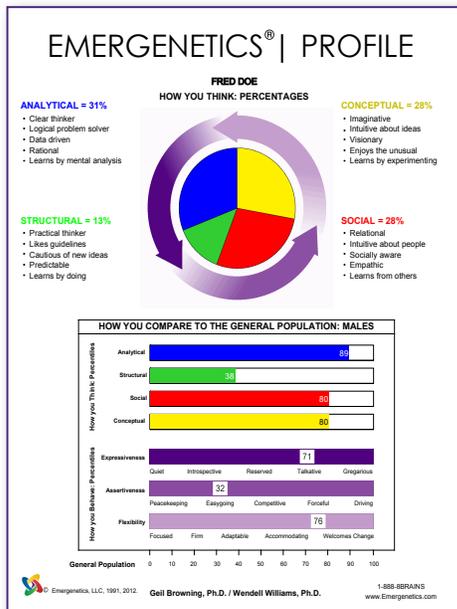




# FRED DOE

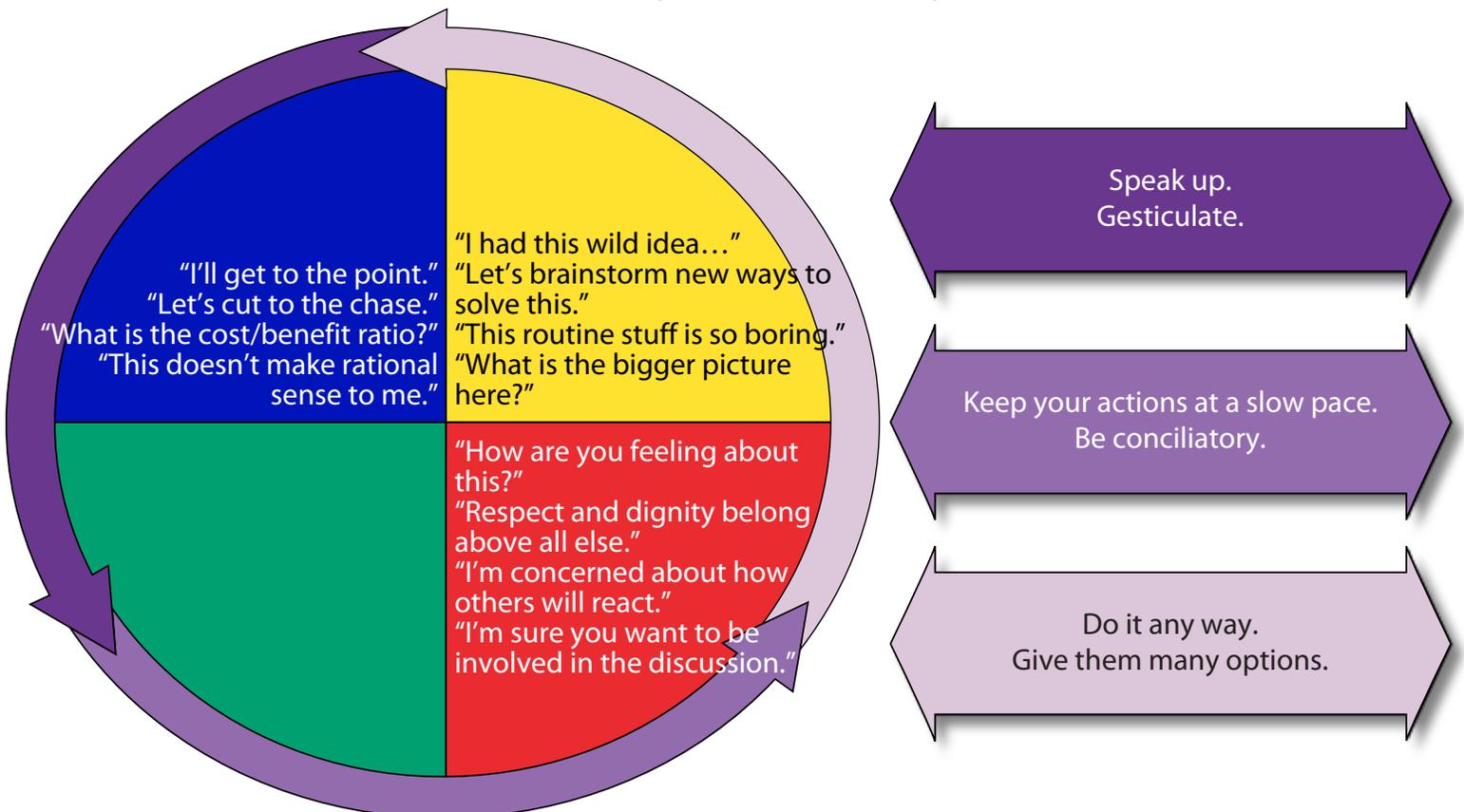
## Interaction Strategies

<b>What are they thinking?</b>	Visual, intuitive, big picture, and backs it up with cognitive reasoning
<b>How best to reach them?</b>	Get to the point while presenting the overall picture and benefits
<b>How to initiate action?</b>	Approach with a foundation set and ask for direction
<b>Decision-making process?</b>	Open to ideas and deliberate on decisions
<b>Internal or external processor?</b>	External - oral communication leads to the right answer
<b>Need time for thought?</b>	Usually not
<b>Embraces change?</b>	Usually
<b>Multi-tasker?</b>	Yes
<b>Driver?</b>	No - more of a Peacekeeper
<b>Challenges for an employer?</b>	Can often change mind, and skip over key details



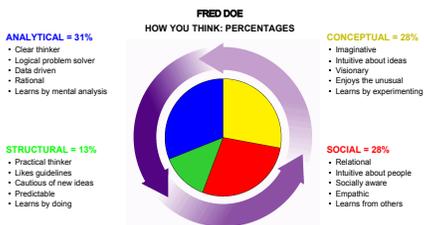
## Communication Strategies

*What to say and how to say it*

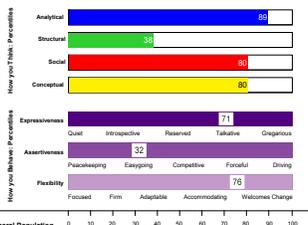


# FRED DOE

## EMERGENETICS® | PROFILE



### HOW YOU COMPARE TO THE GENERAL POPULATION: MALES



Emergenetics LLC, 1991, 2012. Gail Browning, Ph.D. / Wendell Williams, Ph.D. 1-888-8BRAINS www.Emergenetics.com

## Leadership Styles

As a leader, he is generally easygoing. He probably keeps everyone informed prefers to keep the peace. 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 probably has a vision that extends far into the future, and he expects others to share his enthusiasm for the overall concept or goal. With preferences in Analytical and Conceptual thought, he can be intimidating, as he probably is not afraid to ask tough questions, even if doing so puts others on the spot. Most likely he forges strong alliances, and excels at teambuilding and mentoring. As a tri-modal thinker, he instinctively threads each of his preferences through one another – in this way, his ideas and interactions have elements of a variety of approaches.

## What are they thinking?

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

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 and 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, since 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 first third, he is probably amiable, easygoing, and supportive. He generally chooses to go along with most decisions and tends to keep his opinions to himself on most things. He probably steers away from confrontations and most likely is viewed as a peacekeeper.

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.