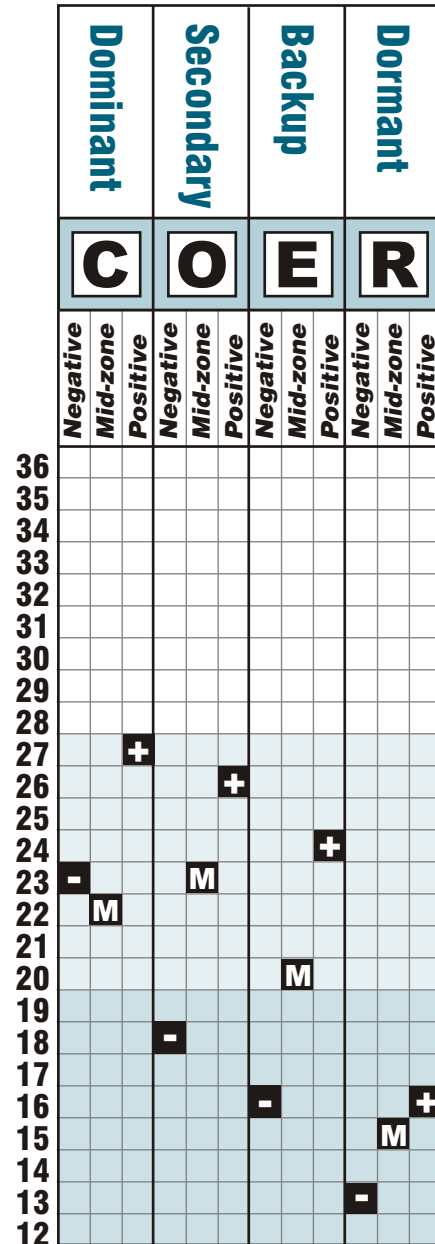
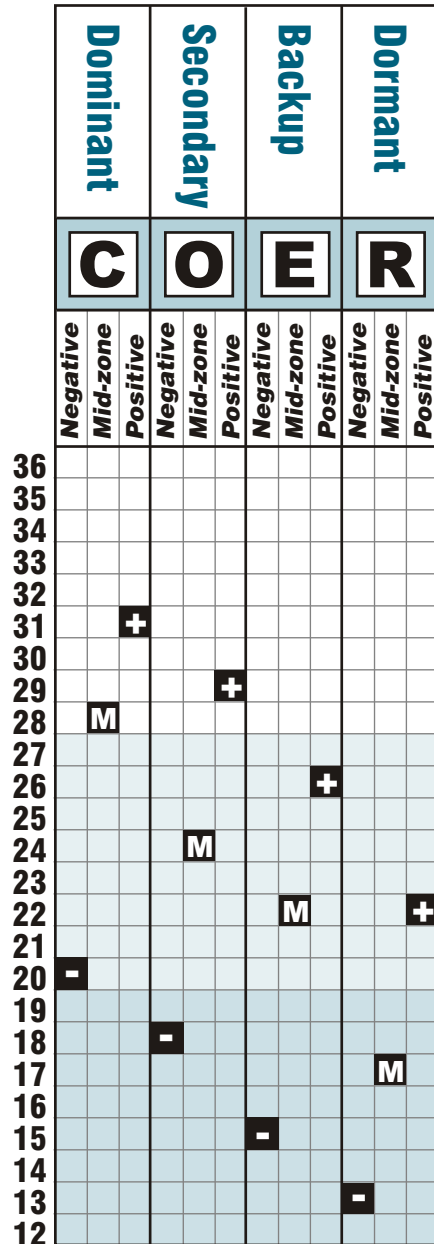
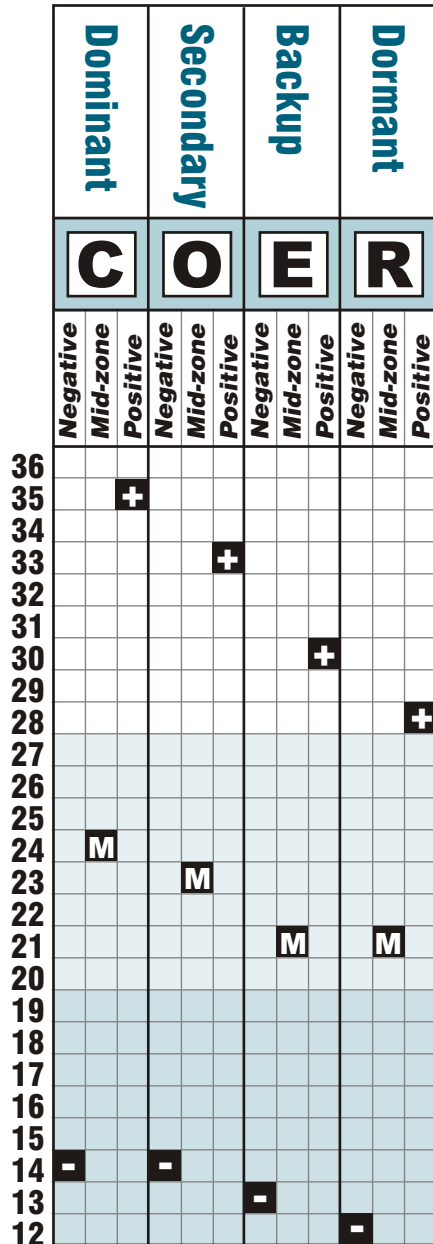


Individuals with the same CORE Type can look very different



Each of these individuals profiled as Commander/ Organizer with Entertainer as backup and Relater as dormant. However, the development level and reactionary style for each individual is very different.

Graph 1 indicates a well developed dominant and secondary style with developed backup and dormant styles. None are reactionary. This individual uses all traits in a positive way before beginning to react under stress.

Graph 2 indicates moderately developed dominant and secondary, under-developed backup and undeveloped dormant. The dominant style is highly reactionary, the secondary and backup styles are moderately reactionary. The dormant style is rarely used. This individual has not fully developed the tools available to cope in a positive way and may move to mid-zone behavior on an average day with little stress.

Graph 3 is undeveloped and highly reactionary overall. This individual is not effectively using any of the trait sets. He/she functions primarily in mid-zone to negative mode and would find it difficult to cope even in mildly stressful situations.