

Your Profile Questions

Name: _____

Date: _____

Pattern	Question	Response
Values:	What do you want in a job? What is important to you in a job?	
Evidence:	How do you know when (value) is met? What indicates (value) is met?	
Direction:	What does having (values) met do for you?	<input type="checkbox"/> Toward <input type="checkbox"/> Away
Source:	How do you know that you have done a good job?	<input type="checkbox"/> Internal <input type="checkbox"/> External
Reason:	Why did you choose your current job?	<input type="checkbox"/> Options <input type="checkbox"/> Procedures
Change response:	What is the relationship between your job this year and last year?	<input type="checkbox"/> Sameness <input type="checkbox"/> Progress <input type="checkbox"/> Difference
Convincer style:	How do you know when a co-worker is good at his or her job?	<input type="checkbox"/> See <input type="checkbox"/> Hear <input type="checkbox"/> Read <input type="checkbox"/> Do
Convincer Time:	How many times do you need to (see, hear, read, do) this in order for you to be convinced?	<input type="checkbox"/> Once <input type="checkbox"/> # of times _____ <input type="checkbox"/> Time period _____ <input type="checkbox"/> Every Time
Action Level:	Proactive people use active sentences Reactive people use passive sentences.	<input type="checkbox"/> Proactive <input type="checkbox"/> Reactive

LAB Profile

Content Sort	No specific question Tell me about your favorite...(restaurant, vacation)?	<input type="checkbox"/> Activity <input type="checkbox"/> Information <input type="checkbox"/> People <input type="checkbox"/> Place <input type="checkbox"/> Thing
Rules	What is a good way to increase the chances for your success (at...)? What is a good way for someone else to increase their chances for success (at...)?	<input type="checkbox"/> My/My <input type="checkbox"/> My/No <input type="checkbox"/> No/My <input type="checkbox"/> My/Your
Scope	No specific question If we were going to work on a project together, what would you need to know?	<input type="checkbox"/> Specific (small chunk) <input type="checkbox"/> General (large chunk) <input type="checkbox"/> Sequence _____
Stress Response	Tell me about a (work project) that gave you trouble?	<input type="checkbox"/> Feeling <input type="checkbox"/> Thinking <input type="checkbox"/> Choice
Attention direction	No specific question	<input type="checkbox"/> Self <input type="checkbox"/> Other <input type="checkbox"/> Comparison _____
Time Orientation	No specific question	<input type="checkbox"/> Past <input type="checkbox"/> Present <input type="checkbox"/> Future <input type="checkbox"/> Through Time <input type="checkbox"/> In Time
Lead System	Observe eye-accessing cues and notice where the person tends to go first.	<input type="checkbox"/> V <input type="checkbox"/> A <input type="checkbox"/> K
Preferred System	Listen to most commonly used predicates.	<input type="checkbox"/> V <input type="checkbox"/> A <input type="checkbox"/> K
Decision Strategy	How did you decide (pick, choose)...?	<input type="checkbox"/> → <input type="checkbox"/> → <input type="checkbox"/>