



About what drives you...

**Personal profile of
Anoniem Anoniem**

01-01-2024



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Congratulations!

This report contains your personal Profile Dynamics® profile, which was created based on your answers to the questionnaire. It can help you gain insight into what you find important in education and work. What gives you energy and what do you need to pay attention to for a study or job that suits you?

What do you enjoy and what motivate you?

This report is about your drives and motivation and does not contain 'hard' advice for a specific profession. Theoretically, you can become a minister with a certain profile, but also a paver or doctor. So it's not about your level, but about how you can fulfill a function. Suppose you become a doctor; do you like clarity and rules, is social contact with patients important, do you want to invent new therapies, do you like to build a commercially successful practice or would you rather be a general practitioner in a village community? As you can see, you can fulfill the same function in very different ways based on different motives.

No right or wrong

Keep in mind when reading that there are no 'good' or 'bad' profiles. Each profile has its own strengths and weaknesses. Whether you thrive somewhere depends very much on the environment; if you have a job that you enjoy, then you are usually good at it too (and vice versa). This is how it works with your profile too. Read in the report which mix of drives belong to you and which environment and activities fit best with that.

Your profile

Page 3 shows your personal profile. This contains your scores on seven thinking and behavioral systems that are indicated with different colors. The explanation of the graphs and what they mean for you can be found in the customized explanation. Behind that is a general explanation. At the very back you will find more background information and a page for taking notes.

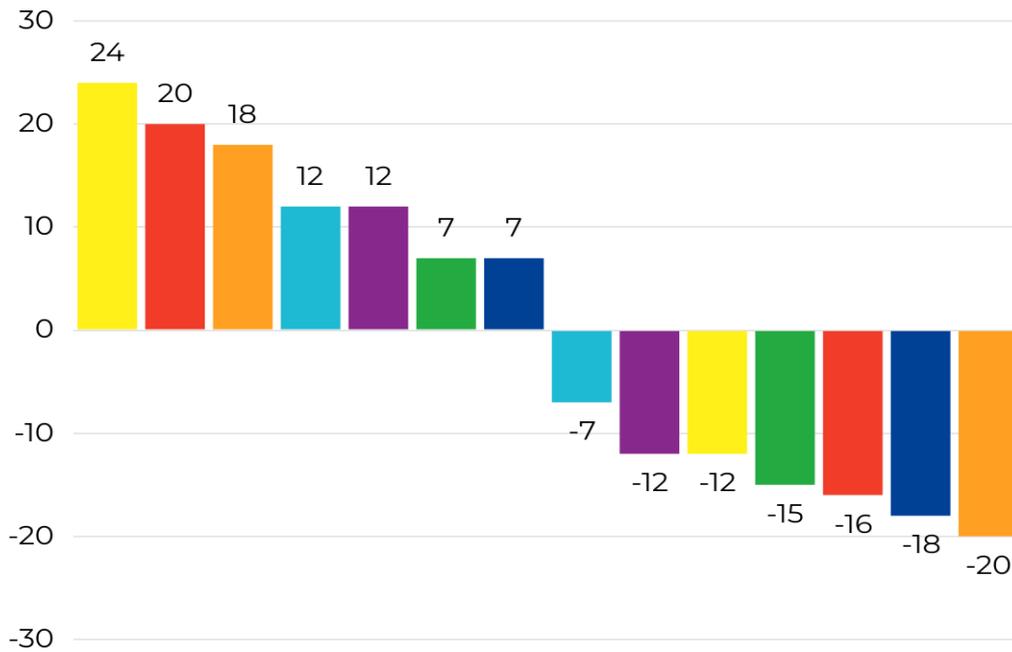
Scientific basis

Profile Dynamics® is based on the theory of the American psychologist Clare W. Graves (1914-1986). He discovered that people and cultures develop according to a fixed pattern in seven successive phases. In each new phase, people start to view the world differently; different things become important to them, and they start to think and act differently than before. For the environment, of course, only the behavior is visible. The nice thing about Graves' theory is that he also shows for each phase why people do what they do, and what they find (pleasant or less pleasant), in other words, what their motivations are. In the explanation, you will find a description of the seven phases with an explanation of the worldviews, ways of thinking, motivations and behaviors that go with them.

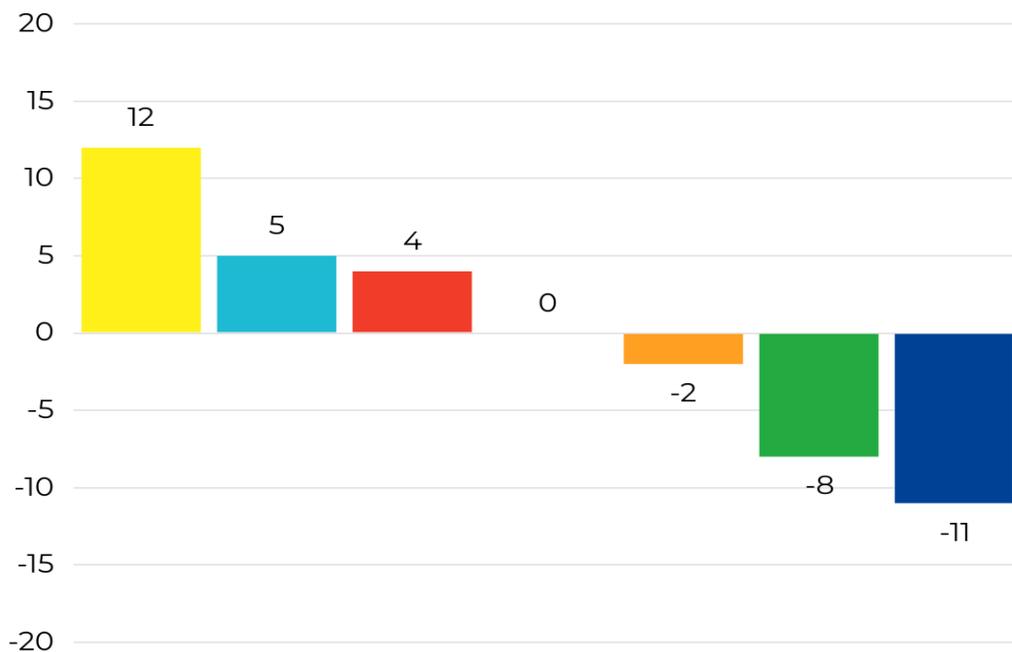
Date: 01-01-2024

Personal profile of Anoniem Anoniem
 Education: voorbeeldrapportage
 Department: Voorbeeldrapportage
 Function:
 Date: 01-01-2024

Expression| resistance



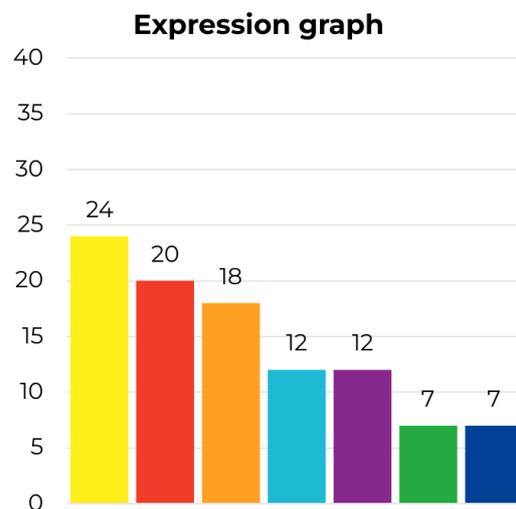
Energy balance



Explanation of the profile of Anoniem Anoniem.

YOUR DRIVES AND PREFERENCES

In the EXPRESSION graph you can see which systems and drives are important to you and which are less important; these preferences are reflected in the way you think and act (and are therefore visible to those around you). High scores indicate that the characteristics of this system are strongly developed in you; low scores indicate that you have less use for them. In the middle range (10-20) you have a moderate dose. These drives are not very strong, but they are noticeably present. We call these scores functional. Below we explain how this works for you.



You are a decisive and analytical thinker

You have a pronounced profile. This means that some drives are very important to you and others less so. In short, you can be characterized as a decisive and analytical thinker. This can be seen in your preference for the value systems Yellow and Red. Less strong, but still noticeably present, are the systems Orange, Turquoise and Purple. This means that you use those colors functionally, but less often than your strongest drives. You have little to no affinity with Green and Blue. These systems play no significant role in your thinking and actions.

Convinced of yourself

You have a preference for the individual value systems Yellow, Red and Orange, so you are aware of your own abilities. When working with others, you like to make your voice heard and often take the lead. Your own ideas and wishes are important to you and you will not put them aside just because other people think or want something different. On the contrary, you will try to persuade others that your idea or opinion is better and to get what you want done.

We will now discuss the values in your EXPRESSION chart one by one for each color.

■ *Analytical thinker*

The color Yellow is clearly present in your profile; it is the color of the analytical thinker who loves complex problems and creative solutions. This manifests itself in your ability to analyze well and to be open to new and surprising ideas. You enjoy looking at problems from different angles and thinking about the big picture. You dislike doing boring things or restricting your freedom. You like to go your own way a bit, and you are quite tolerant of people who have different ideas from you; in fact, you find it interesting because it makes you think. You don't mind if things change around you; it's actually quite nice, so there's always something new to think about. When working with other students, you like it when everyone does what they like and are good at.

■ *Speed and decisiveness*

In your profile, the color Red stands out. Red stands for action, speed, decisiveness, and willingness to fight. Your red 'I' makes decisions easily, acts decisively, and is focused on the here and now. Your personal style is likely to be quite direct and you often say what you think, straight to the point. You do not lack the courage to make an uncertain decision and you like to be respected for it. When you have to work together, you like to take the lead and you like people to respect you. You can't really appreciate doubt and fear in others. Therefore, you do not like weak teachers or students who base their opinions on what others think. People should also be careful not to turn against you, because you are not an easy opponent. You can take a lot of stress; you don't go crazy easily under time pressure or in difficult times.

■ *Result counts (too)*

The moderate amount of Orange in your profile indicates that you don't want to do just anything, but that your work must lead to something; that you enjoy it when it has a measurable and visible effect and serves a purpose. But that result does not come before everything; if other things are more important - profit or performance - then they take precedence. You are a little sensitive to competition, but not too much so; you want to win on the sports field and outperform someone else, but if that is not possible, it is not a disaster for you. You can live with that.

■ *Practical attitude*

Your score for Turquoise indicates that you can sometimes put things into perspective and look at the bigger picture, such as the environment and the future of our planet, but most of the time you are not so concerned. You are likely to be more practical, with an eye for the here and now and your immediate surroundings.

■ *Not too constricting*

You have a moderate score on the purple system. This means that you don't experience a lot - but a little bit - of pleasure from Purple which stands for family feeling, 'belonging' and 'enjoying being a member of the club'. However, Purple for you will not easily degenerate into conservatism and traditions and the bond with your family should leave room for freedom and not become too compelling and constricting. Change is something you probably deal with in a practical way: keep things that are going well the same and only what's going wrong needs to be adjusted.

■ *Do not always adapt*

You are not very strongly guided by the social and people-oriented, and you are not strongly sensitive to peer pressure, which is reflected in your moderate score on Green. You can have a good time with friends, but that doesn't mean you always conform to what everyone else wants. You have your own opinions and your own wishes, and they are not always the same as those of other people. If those have problems with that, that's unfortunate but not insurmountable.

■ *Rules not sacred*

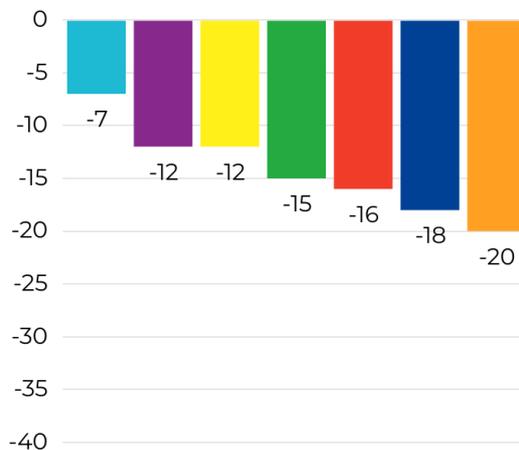
You have a moderate affinity for Blue, the drive of order and structure. Blue is not completely unimportant to you, but rules and agreements should not take on a life of their own. You are likely to turn in work at the last minute and may be late. There may also be confusion about agreements with classmates, parents, or teachers. Because with you, agreements are often more a good intention than a sacred must. You follow rules if you think they are useful, but if you think they are nonsense, you can easily deviate from them. You may find it difficult to maintain discipline, for example, to work something out in detail and finish it, or to start work before doing more enjoyable things. It also can be hard to save for later when you have a lot of fun spending it now

WHAT YOU DON'T LIKE

The RESISTANCE graph shows the (dominant) drives of people with whom you may have problems and what you find unpleasant in your environment.

As mentioned before, each system has its strengths, but these qualities can also be overdone. For example, if someone is very decisive, they can also come across as blunt and pushy, which annoys people. This is what we call a pitfall. The chart below shows your RESISTANCE scores. They indicate which pitfalls (from other people around you or in the culture of your training) you have difficulty with. The higher the score, the greater your annoyance.

Resistance Graph



Resistance to points scoring and bending of rules

From the graph we read that you dislike points scoring and bending of rules. In this, the resistance to the color Orange stands out the most. You also sometimes have difficulty with people who score high on the value systems Blue, Red, Green, Yellow and Purple. Your profile shows little to no resistance against the color Turquoise. You can handle that quite well. Below you will find an explanation of what the colors and values in the Resistance Graph mean.

■ *Arrogance*

Excessive pressure to perform bothers you, and you don't like it when people are very concerned about money, status, and prestige. If all that matters is numbers and performance, you are not motivated. You resent peers who are preoccupied with appearance and success and who are arrogant toward those who have less than they do.

■ *Rules and supervision*

You may sometimes feel a bit suffocated by too tight a blue structure and rules. Of course, some rules are necessary and you need to control things sometimes, but you shouldn't go overboard. You do not like overly strict and bureaucratic teachers or employers who seem to think that rules are an end in themselves.

■ *Dominance*

You may be annoyed by teachers or supervisors with a lot of Red when they are bossy, impulsive, unpredictable, and rude, and when they try to pressure you with their strong drive to act. You may find this threatening or irritating. You also prefer not to work with peers who try to boss you around and intimidate others. You prefer to go around them with a bow.

■ *Soft Talkers*

If the friendly Green gets too strong and degenerates into endless talking or grumbling behind each other's backs (because they don't dare tell each other the truth), you might get a little stuffy. Talking a lot does not always lead to better decisions, and always wanting to be nice sometimes gets in the way of solving problems. Not daring to choose is also a choice, but not always the right one.

■ *Don't get stuck in theory*

Your yellow resistance indicates that you get tired when things get too theoretical. But you usually don't mind a complicated puzzle or an assignment that requires you to figure out and invent all sorts of things. But it should not be overdone; too much chaos and 'fun and new things all the time' will backfire.

■ *Not standing still*

Your resistance to Purple is a sign that you have some difficulty when people around you overreach into conservatism and tradition. On the other hand, this does not bother you so much that you cannot live with it. There are worse things.

■ *Not quite off the ground*

When people relativize so much that it becomes impractical and it seems like disinterest, you may find it troublesome. On the other hand, you also don't have too much trouble with what other people find floaty and other-worldly. Usually you don't lift too much weight on that.

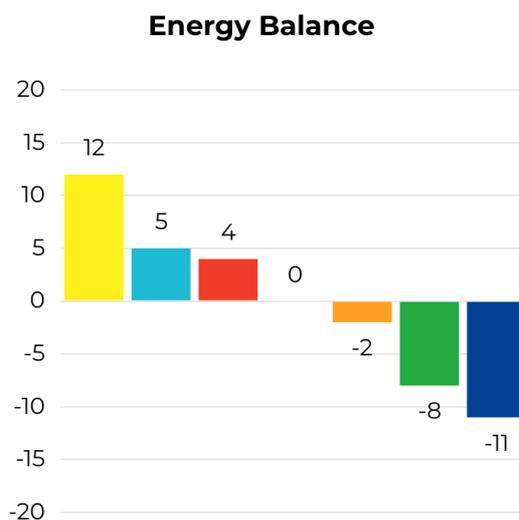
THE ENERGY BALANCE

Your ideal environment

The ENERGY BALANCE is the combination of the Expression and Resistance charts. It shows what environment suits you best. The colors above the line give you energy; this environment suits you. The colors below the line cost you energy; you are less comfortable in that environment. The larger the bar, the stronger your preference for or aversion to that system.

This graph can help you determine whether an education or job is right for you (you can also use the checklist from the Job and Education Advice module). Note: No job or study is absolutely perfect. But if you have enough motivation, you can do the less pleasant things with a smile. If your motivation is already low, then less fun jobs and events will quickly become a stumbling block.

So make sure that your choices fit your energy balance and that the difference does not become too great; then you run the least risk of dropping out of your studies or ending up in a work environment that you do not like and that does not suit you.



You have a weighted energy balance. You prefer to work in an environment with the characteristics of the value system Yellow. With Turquoise you can also manage well. The value systems Green and Blue cost you the most energy. You do not experience the cultures Purple and Orange as distinctly positive or negative and they are more or less neutral.

Below we explain again what the values in the graph mean.



Here you can enjoy

- Yellow: a place where there is room for innovation and unexpected solutions. Where you can go all out and achieve playful and creative solutions, innovation and improvement with an understanding of complex issues, strategic and conceptual thinking.
- Turquoise: an environment where important issues are at play in areas such as the environment.
- Red: an environment with a lot of dynamism where strength is valued.

This will be uncomfortable for you

- Blue: an environment where bureaucracy, rigidity, rules for the sake of rules, and severity prevail is not what you are looking for. You also need to do tedious administrative tasks such as filling out forms, to-do lists, or timesheets.
- Green: a soft environment with lots of talking, but where nothing happens and it's so 'cozy' that work suffers. Projects where you have to consult a lot and take people's sensitivities into account are also not for you.

This is neutral territory

The cultures Purple and Orange are energy-neutral for you. You don't gain much energy from working or studying in such a culture, but you also don't lose much energy on it.

ADVICE on WORKPLACE AND TRAINING

Where does Anoniem Anoniem 's profile fit?

When it comes to the companies, industries and job types where we see your preferred drives most often, the ones that stand out the most are:

- Education, research, innovative and knowledge-intensive sectors, knowledge institutions, life sciences, ICT, government (planning and consulting), advisory functions.
- Emergency services (fire, police), combat services, crisis management, hard sales and 'fast' markets (hit & run).
- Commercial functions, project management, financial markets, business market and competitive sectors.

If this appeals to you, it makes sense to take a look here, but don't be limited by it. All drives occur in a wide variety of organizations. So it pays to have a broader scope.

What you can pay attention to

When choosing a job or a course of study, you should pay particular attention to making sure that you are sufficiently connected to your preferred drives. You can use the following questions as a guide. The more of the following questions you can answer with YES, the better you will fit in and have a good time:

- > Is this an inspiring environment, full of new ideas?
- > Will I be challenged as a thinker?
- > Is there openness here to new insights and innovation?
- > Is this institution a leader in innovation?
- > Is this organization innovative and willing to break new ground?
- > Can I get a little leeway here and just 'play from time to time'?
- > Am I free to do things 'my way'?
- > Is there courage and power in this organization?
- > Do I have my own territory, an area that only I decide upon?
- > Is the organization action oriented?
- > Are decisions made and problems solved?
- > Is there room for strong leadership and decisive action?
- > Are people not overly sensitive here?
- > Do they dare to fight the battle here, even if the outcome is uncertain?

Avoid frustration

Also, make sure you don't end up in a training or organization with a culture that you are (too) resistant to. You run the risk of having so much trouble with it in the long run that you have to drop out, even if you like the content of the training or the work and your colleagues.

The more of the following questions you can answer with NO, the better you will find your place.

- > Does only the result count?
- > Are they arrogant and status-oriented?
- > Is form more important than substance here?
- > Are people here unsubtle, impulsive and unreliable?
- > Is it here bureaucratic, fussy and highly regulated?
- > Are people here soft, naive, conflict-averse and talkative?

DO's & DON'Ts

How to deal with Anoniem?

Parents, teachers, employers and colleagues can motivate you if they consider into account the points below that are important to you:

Provide freedom, give insight

You like teachers who give you insight and freedom for your own ideas and viewpoints.

Listen, take ideas seriously

You like to be taken seriously and listened to because you often have good ideas.

Inspire and give space

You like to be in an inspiring environment where there is room for new developments, visions and brains.

Let yourself discover

People are best when they give you space to work out your own solutions.

Action and your own territory

Quick action works best for you. You like to have your own territory where you are in charge and can show your leadership qualities. So, for example, a role as captain or a functional area where you alone call the shots.

Not words but deeds

In doing so, you respect people who do what they say (not words but actions) and do not let them walk all over themselves. Teachers and supervisors should have a straight back and if they set limits, they should enforce them.

Clear and steadfast

You are not very sensitive to punishment or negative feedback. In conflict situations, people should therefore remain calm and stick to their point of view, instead of getting angry. Rewarding desired behavior and not rewarding undesired behavior works. It is important to you that people treat you with respect.

Direct approach

Rewarding or correcting long after a performance or offense has occurred doesn't work for you; it should be clear to you that desired behavior gets something and undesired behavior does not. Direct response (including reward) is an approach that works well for you.

This works less well ...

People in your environment better not:

- > brag and bluff; you see through that.
- > being arrogant and always want to draw attention to themselves.
- > pushing you to get the highest grades possible.
- > promising things they can't deliver; you don't like 'hot air'.



- > too much adherence to rules and agreements, strict actions, forbidding and punishing you. If they do this too much, you start to rebel.
- > treating you bluntly and unsubtly, pressuring and intimidating you with bossy behavior; it doesn't make you happy.
- > discussing everything over and over again is not helpful; you can get tired of it. And people should not come to you with all kinds of sensitivities. That is not for you.



DEVELOP TALENTS

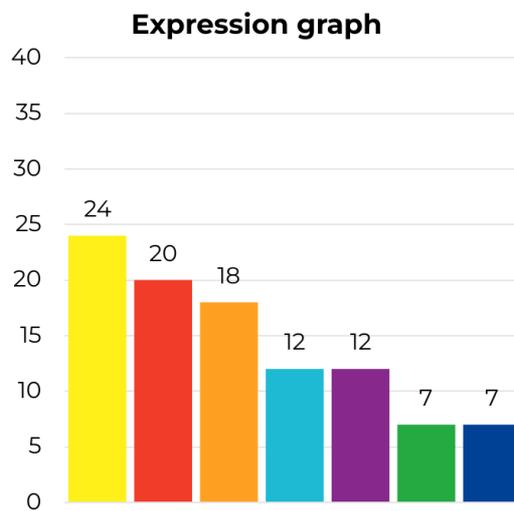
Talents of Anoniem Anoniem

What we are good at, we often like, and vice versa. Do you recognize this? It works the same way with drives. For example, if you really enjoy dealing with people, chances are you are socially adept. So each color is associated with specific talents. A certain score on a drive does not guarantee success, but it does give you the motivation to achieve it.

Most of the time, the higher the score, the easier it is for you. But strong drives can also become a bit too much of a good thing and become a trap that bothers you. Functional drives (with average scores) can usually be used well or developed reasonably well. Below average scores mean you are not very motivated. You can access them, but the chances of developing them into a real talent are not great.

Read below to find out which strengths belong to your profile, which drives might be somewhat dominant and could become a pitfall, which talents you can develop, and some tips on how to work better with people who are driven differently than you.

Your drives ...



You have a talent for Yellow and Red. Your motivation for Orange is noticeably present. If necessary, you can also use Turquoise and Purple. You get little or no pleasure out of Green and Blue. On the next page, we explain how this affects your (predisposition for) talents.

Here you have an aptitude for ...

■ *Analytical, independent, conceptual*

In your work, you are flexible, creative analytical and independent, often seeing simple solutions that others overlook. You are generally good at analyzing and solving complex problems. You are open and tolerant of other people.

■ *Decisiveness, courage and speed*

With the Red in your profile, you're not easily overlooked and you command respect with your decisive action, strength, speed of decision and directness. You dare to fight where others hesitate and doubt the consequences. In crisis situations you are at your best, you know how to act and you are not afraid to make mistakes. Friends and confidants can count on you as a faithful and loyal comrade.

Easy for you is ...

- setting goals and getting results with a practical mindset.

■ *Time and discipline*

If you have to work with students who are a bit more structured, they may find your low blue awkward, for example if agreements are not clear or if they do not receive your contribution or receive it too late. They may also find it difficult to have the discipline to persevere, such as studying before starting fun things or finishing a boring project from A to Z. And they may find it difficult to put off fun things or save for big expenses.

LEARNING STYLE of Anoniem Anoniem

You have your own learning style, which is related to your motivations. It makes sense for teachers and learning program providers to take this into account. When do you learn easily and what should you look out for? Here are some tips.

NOTE. Where relevant, similarities to Kolb's Learning Styles, widely used in education, are noted.

■ *Inspiration, freedom, insight*

Your yellow drive makes learning come naturally to you. Any information from any source is interesting to you if it helps you gain insight and make connections. You like to solve puzzles, to get your head around a task, and the learning environment should be fun, challenging, and give you enough freedom. Tightly presented material in measured chunks with little room for your own interpretation is death to your yellow. It is unsatisfying to you when the emphasis is on detail but the coherence is lacking; after all, you want to understand how it works! Your focus is precisely on the outlines and on understanding, more than on details and precise execution. You explore views, ideas, and conclusions, making connections and forming your own opinions. Teachers do well to be very clear about things like learning objectives and deadlines. You tend to find everything fun and interesting and don't want to rule out any options. As a result, you know a lot, but often about different things than what is required of you in school.

Your Yellow learns easily through:

- > an inspiring environment, room to form your own ideas and insights.
- > thinking for yourself, weighing different options against each other.
- > offering multiple concepts and visions.
- > to go through the material independently and form your own ideas about it.
- > complex issues; you find that challenging.
- > clear goals in a clear program, so it doesn't 'go off in all directions'.
- > offer information from a variety of different sources.

If we contrast 's yellow learning style with Kolb's learning styles, there are similarities with the REFLECTOR (concrete experience and reflective observation) and the THEORIST (reflective observation and abstract thinking).

■ *Action, excitement and variety*

Your red likes just doing and trying things out; what works you make your own and what doesn't work you ignore afterwards. The effect must be immediately obvious to you, because not only do you learn quickly but you are also easily distracted and bored. Excitement and variation are needed to keep you on your toes. Teachers are better off not sticking with a subject for too long and do well to vary the teaching methods and throw in do-able things.

Red easily learns through:

- > trying out, having direct experiences.
- > acting without preparation.
- > lots of variety (in work formats) and short assignments.
- > being free to respond quickly.



- > direct feedback on own actions.

Laying this alongside Kolb's learning styles, the DOING fits your red best. This Kolb learning style is characterized by trying out and experiencing what happens next.

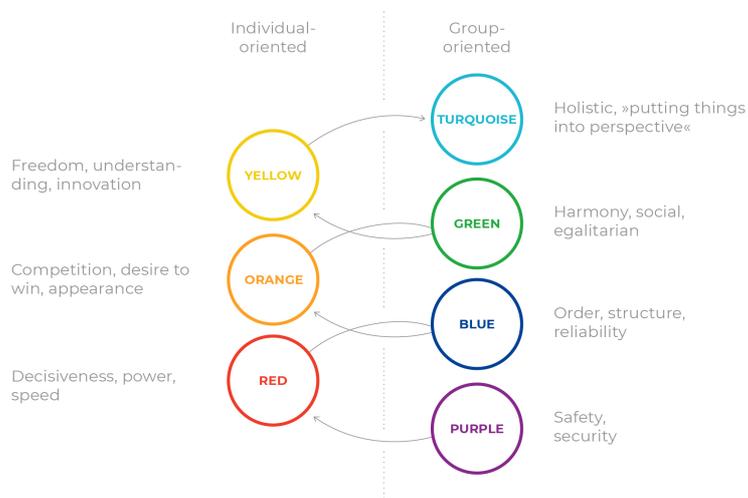
Learning styles that are less suitable

The following learning style is in your resistance. Teachers better not:

- pushing you too much to profile and evaluate yourself. It doesn't make learning easier. It may make you insecure or just annoying.
- telling you exactly and in detail HOW to do or interpret something, leaving no room for your own approach and/or interpretation. Instructions without more (checking off lists, stupidly following them) without your own initiative or overview are less appealing to you.

SCIENTIFIC BASIS

Profile Dynamics® analysis is based on the theory of Clare W. Graves (1914-1986), an American researcher and professor of psychology who was a contemporary and colleague of Abraham Maslow. The value systems Graves discovered are not only about HOW people behave, but also WHY they behave, their drives, their motives, and the way they view the world. Hence the term "systems. There are seven such systems, which we indicate with a color.



■ Purple

Purple is the driving force, representing family, security, trust, and identity. People with a lot of purple in their profile value feeling safe and secure with their family, but they can also feel school or work as a second "home". They are very loyal and faithful to each other and have strong bonds between them. Traditions and symbols are important features of the group and the group is more important than the individual. In the workplace, Purple is very loyal, faithful and solid (an employee for life) and does not like change; preferably things stay the same. Purple employees like to work with familiar colleagues and like to do work they know well in a fixed workplace. A fast-paced environment with constantly changing tasks is less suitable for people with a lot of purple in their profile.

Strengths: loyal, faithful, dedicated, keeps the good
Pitfalls: rigid, conservative, uncritical, stuck

■ Red

Red represents power, strength, speed and courage. People with high levels of red see the world as a place where everyone has to fight for their own position, and they easily get into conflicts. They like to be respected and expect strong and clear leadership. They often take on leadership roles themselves. Crises and conflicts are part of life, and Red is therefore very resilient. People with a lot of Red can be recognized by their domineering behavior, which does not always win them friends (but does not worry them). Red likes a dynamic, fast-paced environment that requires strong and decisive action. A laborious environment with many rules or deliberations that require a lot of patience and investment is less suitable for people with a lot of Red in their profile.

Strengths: dominant, leadership, decisiveness, speed

Pitfalls: self-centered, blunt, confrontational, thoughtless

■ Blue

Blue likes order, regularity and clarity and has a strong sense of responsibility. Blue is disciplined and maintains strict standards and values, not only for themselves but also for others. People with high levels of Blue are generally hard workers who are meticulous, do not give up easily and finish what they start. They want to be noticed by others and like to be recognized for their efforts and discipline. They believe that rules are important and that those who don't follow them deserve punishment. People with a lot of blue like clear instructions and structure, and deliver solid work. A chaotic environment with a lack of structure and discipline, or tasks where it is not clear how to complete them, is less appropriate for them.

Strengths: precise, orderly, disciplined, dependable, honest

Pitfalls: strict, insistent on rules, not inclined to change

■ Orange

Orange is the color of the results-oriented entrepreneur who wants to "get something done" in life. People with high levels of Orange believe in social engineering and are convinced that they can create their own success. They like to show this through beautiful clothes, jewelry, electronics; as long as it is "hot". They see the world as full of opportunity, are willing to take risks, and will go to great lengths to get the result they want (the end justifies the means). Orange people like competition, clear goals they can achieve, and recognition (preferably public). They often find it difficult to share this success with others. They are less suited to an environment without prospects for growth or brilliance, or to tasks that do not contribute to their personal success.

Strengths: success-oriented, goal-oriented and efficient, flexible

Pitfalls: wants too much, profits at the expense of others, status-oriented

■ Green

Empathy and compassion for others are typical of Green people. They enjoy socializing with friends and colleagues and believe that all people are equal. Therefore, they do not like to be in the foreground and do not like to be in the foreground of other people. They seek harmony and do not like to argue. In a Green group, there is a lot of talking, including talking about feelings. Because of the amount of discussion, it can take a long time to come to a decision. Green people like to work with others and are often friendly, helpful and caring. Green becomes less happy in a quarrelsome or competitive environment, or when they have to

work a lot alone without contact with other people.

Strengths: warm, empathetic, helpful, harmonious, achieves agreement

Pitfalls: gullible, slow to make decisions, shies away from disagreement, has difficulty with individual success

■ **Yellow**

Yellow is the color of personal freedom, thought, research and new ideas. People with a lot of yellow like to think about solving (complicated) problems. They are open and tolerant of people with different ideas, even if they disagree. However, they are critical and will defend their own ideas with arguments. They try to get to the heart of a problem in order to really understand it. Those around them may find this difficult and stubborn. Because of their intelligence, they often come up with original and surprising ideas, but they also like to overcomplicate things. Yellow thrives in innovative environments where creative solutions are important. Boring environments and tasks with little intellectual challenge are less appropriate.

Strengths: open, innovative, creative, free, gets to the essence of the problem

Pitfalls: complicates things unnecessarily, chaotic, stubborn, critical

■ **Turquoise**

Turquoise stands for global vision, integration, simplicity and sustainability. Turquoise believes that everything on earth is interconnected. Man, and certainly the individual, is only a small part of the Earth's ecosystem and, on a higher level, the cosmos. Money, status, power and daily problems are unimportant to Turquoise people, and they can therefore relate well to others. They strive to be content with life and what they have. Other people tend to find Turquoise strange, floating and not very concrete. People with a lot of Turquoise thrive in environments that focus on sustainability and cohesion on a higher level. Too much focus on the short term and unimportant tasks is less appropriate for them.

Strengths: broad outlook, thinks across boundaries, global, simplicity, sober, relativizing, selfless

Pitfalls: not very concrete, no sense of reality, vague, out of touch



Notes

A series of horizontal dotted lines for taking notes.