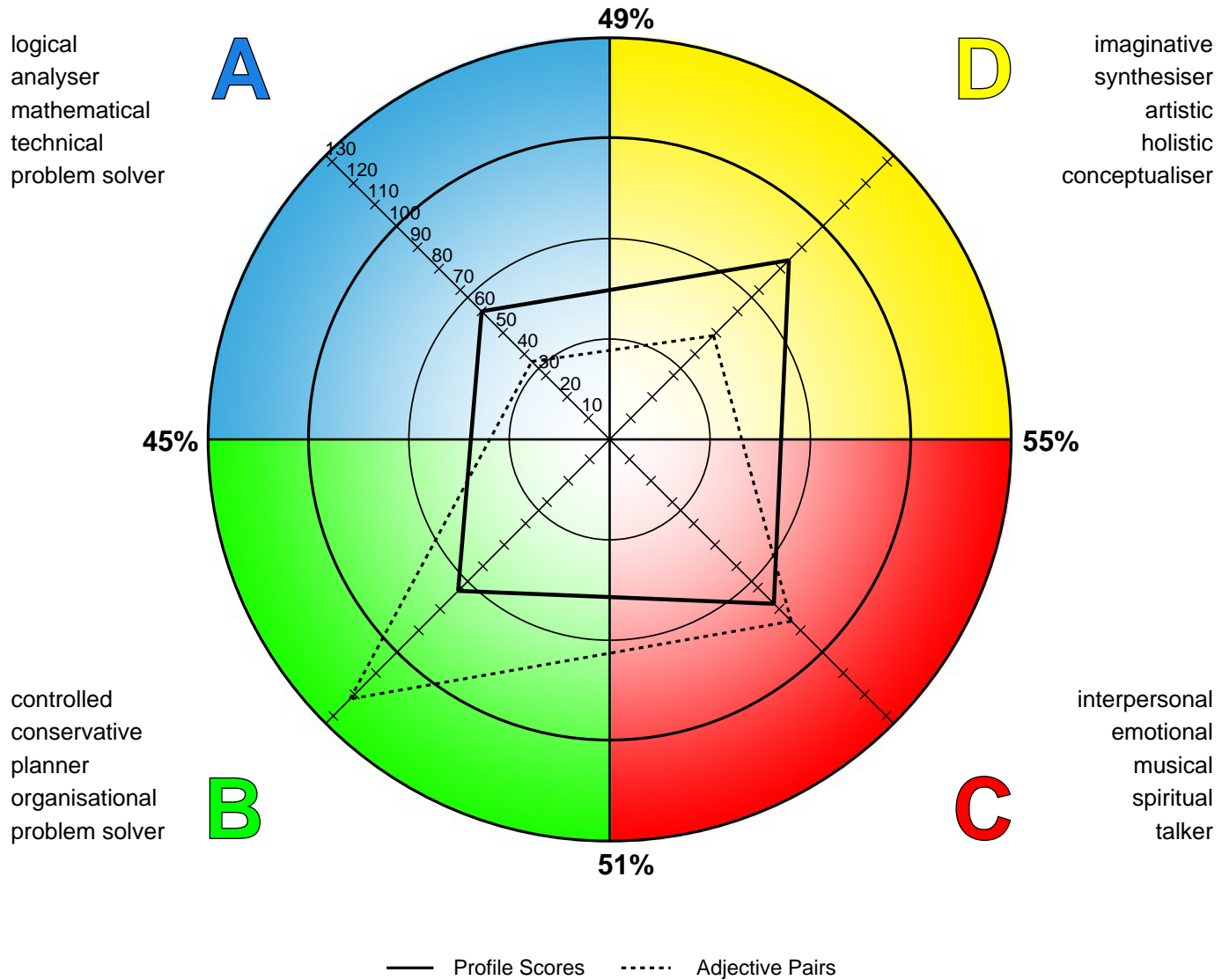


**PETER BLACK**



### PETER BLACK

Quadrant :	A	B	C	D
Preference Code :	2	1	1	1
Adjective Pairs :	3	10	7	4
Profile Scores :	60	71	77	84





# HERRMANN BRAIN DOMINANCE INSTRUMENT®

## DATA SUMMARY

id: HEYY1365

<b>NAME</b>	PETER BLACK	<b>GENDER</b>	M	<b>GROUP</b>	105033
<b>OCCUPATION</b>	Business and Executive Coach	<b>DATE</b>	20 07 2010		

	COLUMN A UPPER LEFT	COLUMN B LOWER LEFT	COLUMN C LOWER RIGHT	COLUMN D UPPER RIGHT	
<b>PROFILE SCORES</b>	<b>60</b>	<b>71</b>	<b>77</b>	<b>84</b>	
<b>PREFERENCE CODE</b>	2	1	1	1	
<b>ADJECTIVE PAIRS</b>	3	10	7	4	
<b>KEY DESCRIPTORS</b> (*MOST DESCRIPTIVE)	factual x quantitative critical rational mathematical logical analytical x	conservative x controlled sequential detailed dominant speaker x reader x	emotional musical spiritual symbolic intuitive x talker x reader x	imaginative artistic intuitive x holistic * synthesiser x simultaneous spatial	
<b>WORK ELEMENTS</b>	analytical 3 technical 2 problem solving 1 financial 4	organisation 4 planning 2 administrative 3 implementation 3	teaching 5 writing 4 expressing 4 interpersonal 3	integration 5 conceptualising 5 creative 1 innovating 2	
<b>ADOLESCENT EDUCATION</b> EDUCATIONAL FOCUS OCCUPATION HOBBIES	<div style="background-color: black; width: 100%; height: 10px; margin-bottom: 5px;"></div> <div style="background-color: black; width: 80%; height: 10px; margin-bottom: 5px;"></div> <div style="background-color: black; width: 10%; height: 10px; margin-bottom: 5px;"></div> <div style="background-color: black; width: 10%; height: 10px;"></div>	<div style="background-color: black; width: 60%; height: 10px; margin-bottom: 5px;"></div> <div style="background-color: black; width: 10%; height: 10px; margin-bottom: 5px;"></div> <div style="background-color: black; width: 10%; height: 10px;"></div>	<div style="background-color: black; width: 10%; height: 10px; margin-bottom: 5px;"></div> <div style="background-color: black; width: 30%; height: 10px; margin-bottom: 5px;"></div> <div style="background-color: black; width: 60%; height: 10px;"></div>	<div style="background-color: black; width: 10%; height: 10px; margin-bottom: 5px;"></div> <div style="background-color: black; width: 80%; height: 10px; margin-bottom: 5px;"></div> <div style="background-color: black; width: 10%; height: 10px;"></div>	
<b>HAND DOMINANCE</b>	primarily right	right some left	mixed	left some right	primarily left
	X				
<b>ENERGY LEVEL</b>	day	equal		night	
	X				
<b>MOTION SICKNESS</b>	none	some		frequent	
	X				
<b>INTROVERT/EXTROVERT</b>	introverted				extroverted
	X				



## **PETER BLACK - An explanation of your HBDI® Profile.**

**Date : 22 08 10**

---

Your HBDI® Profile Sheet provides you with a visual plot of your thinking style preferences. The Data Summary Sheet gives a breakdown of what quadrant many of the questions fall into. This explanation page will describe each of the quadrants in descending order of your preference :

**D > C > B > A**

The thinking style quadrant you most prefer, based upon your responses to the HBDI® Survey, is the D Quadrant, with a value of 84.

Descriptors in this thinking style which you selected are Synthesiser and Intuitive, with Holistic representing your 'Key Descriptor' - the one most descriptive of you. These descriptors represent a general overview of your mental preferences in day-to-day life.

Work Elements you strongly relate to in this quadrant include Integration and Conceptualising. These Elements reflect your mental preferences at work. Work preferences may align completely with general preferences, or they may stem from situations unique to one's working environment.

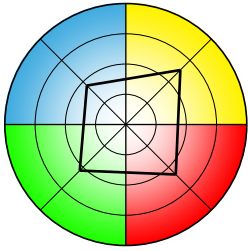
In the forced-choice, Adjective Pairs section of the Survey, 17% of your responses registered in the D Quadrant. For comparison purposes, your D Quadrant Profile Score represents 29% of your total Profile.

By only a slight margin, your next most preferred is the C Quadrant, with 77 points. In this thinking style, you selected Talker, Intuitive and Reader as descriptive of you. Work Elements you identified as ones you do well include Teaching, Writing and Expressing. In Adjective Pairs 29% of your responses registered in the C Quadrant, compared to 26% of your overall Profile.

Your next most preferred is the B Quadrant, with 71 points. In this quadrant you selected Speaker, Conservative and Reader as descriptive of you. Work Elements you identified as ones you do well include Organisation. 42% of your Adjective Pairs responses fell in the B Quadrant, compared to 24% of your Profile.

Your least preferred quadrant, based upon your Survey responses, is the A Quadrant, with a value of 60. In this quadrant you selected Analytical and Factual as characteristic of you. 13% of your Adjective Pairs responses fell in the A Quadrant, compared to 21% of your Profile.

The Adjective Pairs result tells us something about how we react when under pressure. This may or may not be consistent with our general behaviour. The distribution of your responses to these questions into the A, B, C and D Quadrants was 3 - 10 - 7 - 4 respectively. This distribution is noticeably different from your profile (as you may have noticed in the percentage comparisons above). This is neither a good nor bad quality, but it suggests that you may respond quite differently when under pressure than at other times. Some people with this characteristic also find that people see them more like the Adjective Pair distribution than the Profile.



# PETER BLACK

## My Portable HBDI® Job Aid Tools

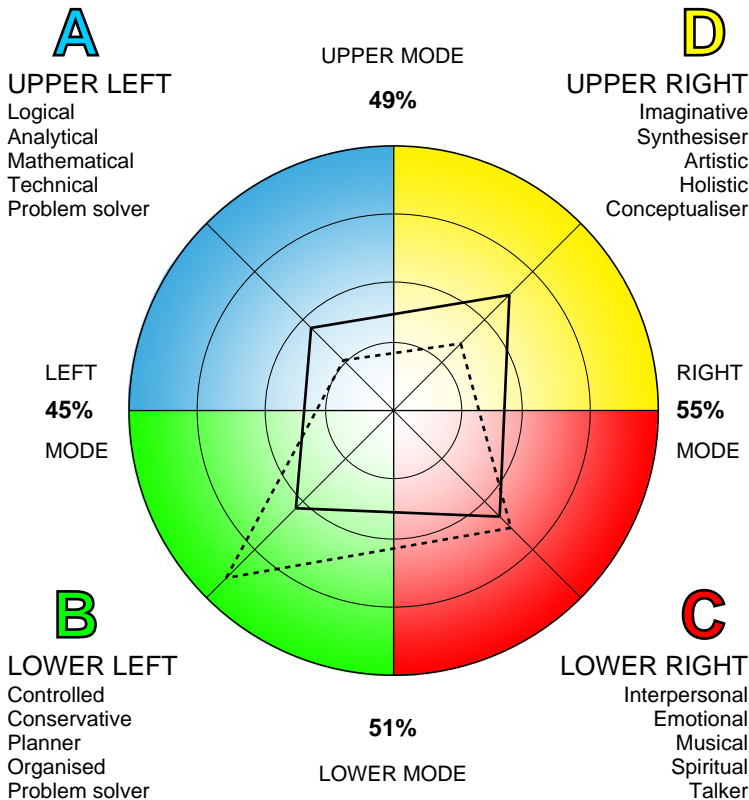
### HERRMANN BRAIN DOMINANCE INSTRUMENT®

PETER BLACK

Quadrant :	A	B	C	D
Preference Code :	2	1	1	1
Adjective Pairs :	3	10	7	4
Profile Scores :	60	71	77	84

Preference :

1. Strong
2. Medium
3. Low

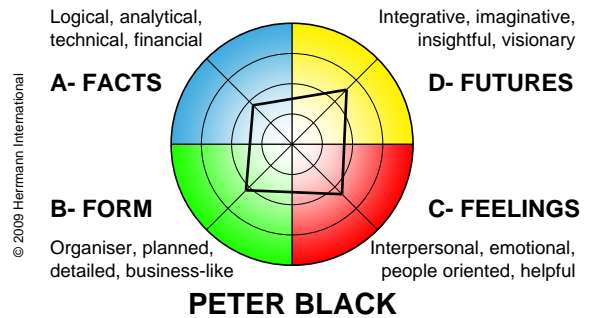


© 2009 Herrmann International

### Instructions:

Use these tools for fast access as you integrate Whole Brain® Thinking into your day for better results. Cut on the dotted lines and fold as indicated for your own personalized HBDI® Profile Wallet Card, Communication Walk Around Bookmark, and a 5x7 HBDI® Profile to frame and place on your desk. You can explore other useful HBDI® and Whole Brain® resources at:

[www.herrmanninternational.com](http://www.herrmanninternational.com)



fold here

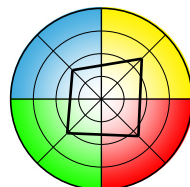
<p><b>A</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Forming theories</li> <li><input type="checkbox"/> Gathering facts, analysing issues</li> <li><input type="checkbox"/> Measuring precisely</li> <li><input type="checkbox"/> Problem solving logically</li> <li><input type="checkbox"/> Financially and critically analysing</li> <li><input type="checkbox"/> Understanding technical elements</li> <li><input type="checkbox"/> Working with numbers, statistics, data and precision</li> </ul>	<p><b>D</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Seeing 'the big picture'</li> <li><input type="checkbox"/> Recognising new possibilities</li> <li><input type="checkbox"/> Integrating ideas &amp; concepts</li> <li><input type="checkbox"/> Challenging established policies</li> <li><input type="checkbox"/> Synthesising unlike elements into a new whole</li> <li><input type="checkbox"/> Inventing solutions to problems</li> <li><input type="checkbox"/> Problem solving in intuitive ways</li> </ul>
<p><b>Specialised Strengths in Business</b></p>	
<p><b>B</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Finding overlooked flaws</li> <li><input type="checkbox"/> Approaching problems practically</li> <li><input type="checkbox"/> Maintaining a standard of consistency</li> <li><input type="checkbox"/> Reading fine print in documents</li> <li><input type="checkbox"/> Organising and keeping track of data</li> <li><input type="checkbox"/> Developing detailed plans/procedures</li> <li><input type="checkbox"/> Keeping financial records straight</li> </ul>	<p><b>C</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Recognising interpersonal difficulties</li> <li><input type="checkbox"/> Anticipating how others will feel</li> <li><input type="checkbox"/> Picking up the non-verbal cues</li> <li><input type="checkbox"/> Engendering enthusiasm</li> <li><input type="checkbox"/> Persuading, conciliating</li> <li><input type="checkbox"/> Understanding emotional elements</li> <li><input type="checkbox"/> Sharing</li> </ul>

© 2009 Herrmann International

- A**
- Does it use facts?
  - Is it quantified?
  - Does it show clear analysis?
  - Is it logical and to the point?

### Use Your Whole Brain when you communicate

## THINK!



### COMMUNICATION WALK-AROUND™

© 2009 Herrmann International

- Is it visual and colourful?
- Does it use metaphors?  **D**
- Does it look at the future?
- Is it conceptually sound or clear?
- Does it look at the big picture or overview?
- Does it acknowledge emotional issues?
- Does it use experiences that relate to the audience?  **C**
- Does it use examples to illustrate the point?
- Is it helpful and user friendly?