



Student profile

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AEC DISC student Profile

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Introduction

*The wise man is the one who has:
The strength and courage to change what he can change
The serenity to accept what he can't change
The wisdom to make the difference between the two.*

Marcus-Aurelius

This profile offers you to :

- ☆ Change what you can change in order to improve yourself by reducing your weaknesses.
- ★ Accept what you can't change by respecting your limits.
- ⊕ Acquire the wisdom to make the difference between the two by understanding yourself better, your strengths and weaknesses and your limits in relationship to others and your surroundings.

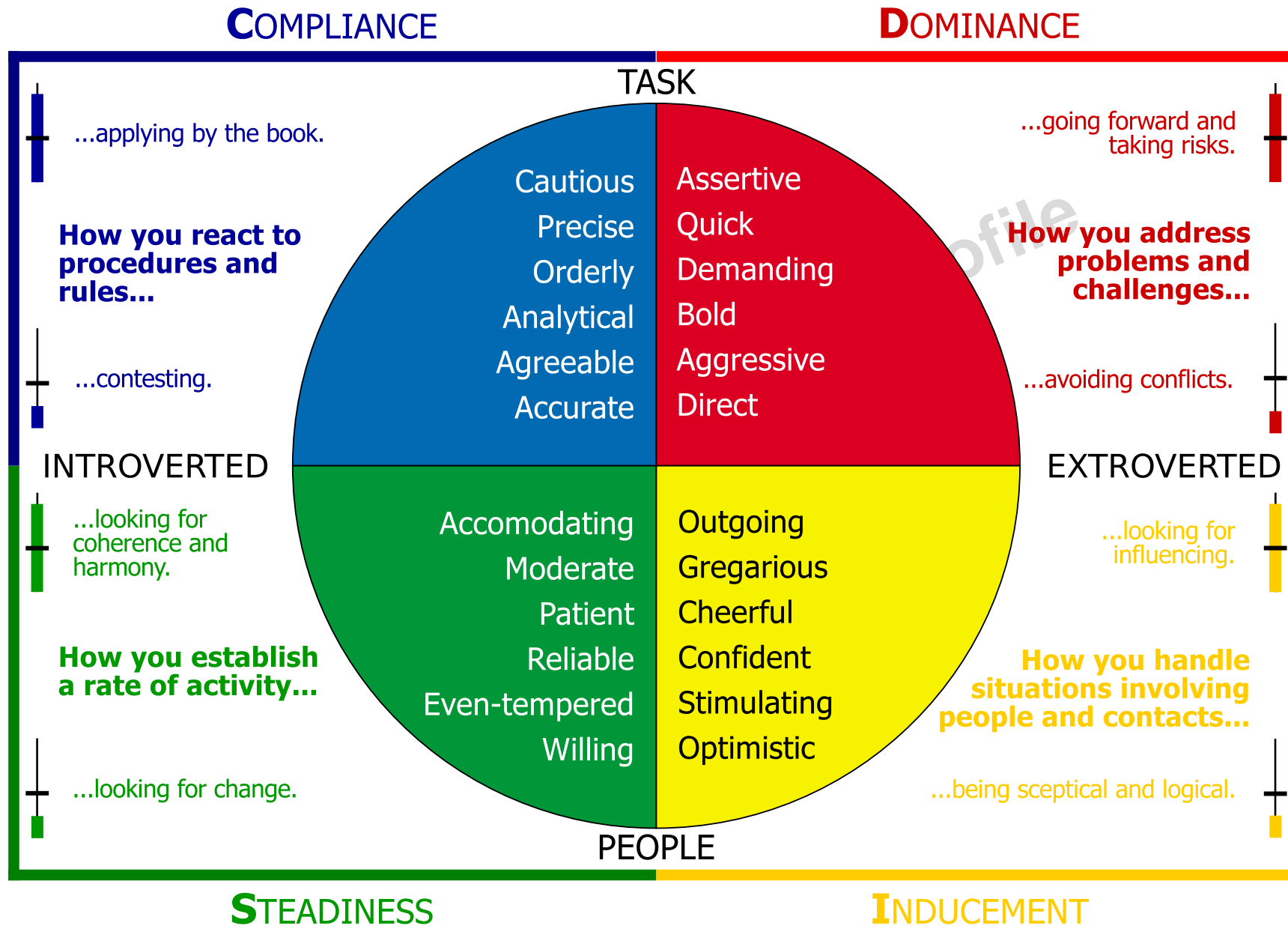
Innovative, but widely accepted, it summarizes Carl JUNG's work about the psychological types and the DISC theory associated with the research on behaviours and colors by William MARSTON: The Color Method®.

This profile is your personal Profile among thousands. It takes into account different parts of yourself which can sometimes be in opposition.

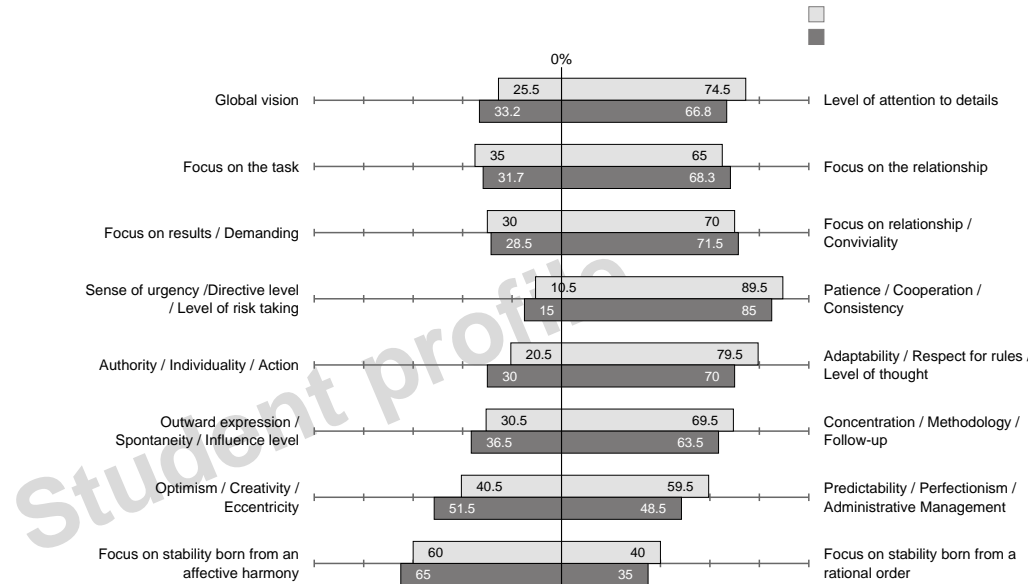
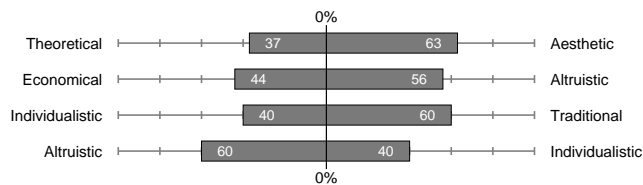
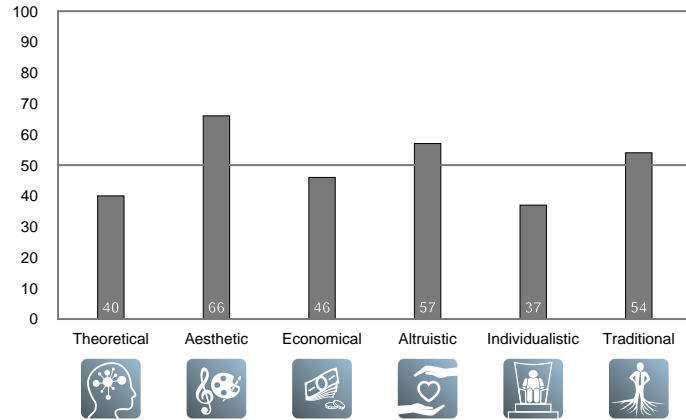
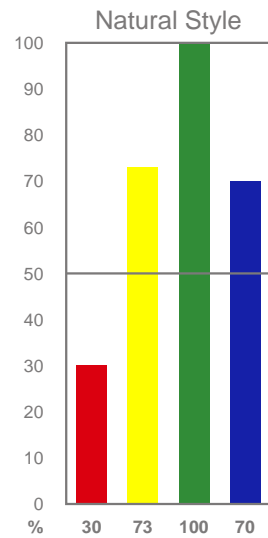
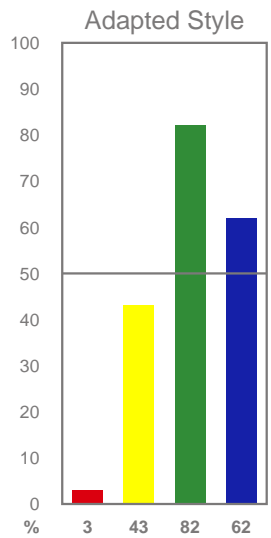
If you are concerned by the cryptic meaning of some sentences or words, do not hesitate to rewrite them using your own words, which may make more sense for you.

Do not take into account elements which may seem inappropriate to you.

Please check with people close to you so that they may see a part of yourself that you may not be aware of.



Presentation of the Colours



☆ Your Adapted Style
○ Your Natural Style



Synthesis of your graphs

Talents for the company

This section defines the talents you bring to the company, in a descending order.

Please check that you are using them or you can ask yourself how you could use them better.

- ☆ A very reliable and consistent member of a team
- ☆ Works for a leader and a cause
- ☆ Is very attentive and listening
- ☆ Is very stable
- ☆ Looks for harmony very persistently and patiently
- ☆ Has a good sense of humour
- ☆ Is fun to be around
- ☆ Has a creative uniqueness
- ☆ Expresses her enthusiasm
- ☆ Respects authority
- ☆ Exhibits a pleasant disposition
- ☆ Seeks out consensus
- ☆ Is open-minded and flexible
- ☆ Knows how to analyze and resolve problems
- ☆ Makes definite decisions
- ☆ Relies on rules to perform quality work
- ☆ Is organized and precise

Talents for the company

This section defines the talents you bring to the company, in a descending order.

Please check that you are using them or you can ask yourself how you could use them better.

☆ Is conscientious and serious

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Talents for the company

Optimal environment

This is a brief overview of the optimal environment that corresponds to some of your talents and needs, in a descending order.

It describes some of these for which your environment must allow the expression and the fulfilment in order to favour your success for the best.

Clarify, among the following items, those which are more concerned with your talents and those which are more concerned with your needs.

Check how your present environment allows their expression and fulfilment.

- ☆ Great ability to work in a team and identify with it
- ☆ Very stable and predictable environment
- ☆ Maintaining of regular tasks and standard performance
- ☆ No sudden or unplanned changes
- ☆ Diverse and friendly working environment
- ☆ Unique choice of words encouraged in expressing oneself
- ☆ Flexibility and agility to perform tasks
- ☆ Moderate contribution to decision making
- ☆ Environment favouring a quite and peaceful approach to change and crisis
- ☆ Few conflicts
- ☆ Structured work environment
- ☆ Follow up of rules and procedures
- ☆ High level of quality control standards
- ☆ Tidy, organized and clean work space

Your Values associated with the colors

In addition to the section about “Values which moderate the colours” included at the end of this Profile, **this section connects and summarizes the deep and specific Motivations** that compels us to act, or Values, as well as **the specific observable behaviours** that show how we behave, or Colours.

It describes the consistencies and contradictions that appear between the two entities, either strengthening each other, or having a moderating effect.

It provides a broader and more global perception of your Profile.

This association must then be further refined through the scores of your Colours and your Values.

A peaceful component (Red below 50) of your behaviour :

- ☆ Strengthens your sensitivity
- ☆ Consolidates your altruism
- ☆ Emphasizes your moderate need for self-assertion
- ☆ Goes with your submission to peaceful ethical values

An extroverted and friendly component (Yellow above 50) of your behaviour :

- ☆ Is made complete by your sensitive nature
- ☆ Is moderated, in its aspect which could seem self-centred, by your consideration for others
- ☆ Seeks to serve all by denying your ego which moderates it
- ☆ Is moderated, in its aspect which could seem superficial, by your moral ethics

A conciliating and harmonious component (Green above 50) of your behaviour :

- ☆ Goes with your search for beauty
- ☆ Emphasizes your interest and your listening skills where others are concerned
- ☆ Makes stronger your moderate need for self-assertion
- ☆ Is linked to your search for integrity in line with it

A normalizing, respectful of rules and procedures, component (Blue above 50) of your behaviour :

- ☆ Can overshadow your fine perception which contrasts with its strict rationality

Your Values associated with the colors

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- ☆ Is linked with your emotional desire to help others within a rational formalized framework
- ☆ Emphasizes your need for self-withdrawal in accordance with these rules
- ☆ Emphasizes, in its rational conformity, your moral conformity

Student profile

Your Values associated with the Colors

General characteristics of your Natural Style

The first general characteristics refer to your position, among the 68 positions of the AeC Wheel situated at the end of your Profile.

They will be refined in the following pages according to your answers to the questionnaire which give rise to your personal Profile among thousands of different profiles.

You are rather the "COOPERATIVE" type on the AeC Wheel which is at the end of your Profile. Your primary colour is Green. Your secondary colour is Yellow. Your third colour is Blue. They have to be nuanced according to their intensity in connection with the intensity of the fourth colour Red.

Your main characteristics are your sensitivity and your empathy, your pleasant and reserved steadiness, your patience, your moderated and subtle attitude as well as your ability to "go the extra mile" to help someone that you consider a friend. You have a relationship-oriented and outgoing side although it is less developed as well as an ability to analyze and reflect.

You know how to be a good listener and work in a team. You are sensitive to others, sometimes to the point of self-sacrifice. You listen with patience and nuance and move forward with methodology, prudence and tenacity. You work in a smooth manner, without taking great risks, which makes you somewhat dependable. You can also demonstrate a spontaneous uniqueness reinforced by an ability to logically take facts into accounts.

"Consistency" is one of your favourite words, along with "trust," "loyalty" and "faithfulness." Your need for harmony pushes you to look for consensus or compromise. You are not easily annoyed. Your deep emotions are internalized and you do not easily share your feelings with just anyone. When asked, "How is it going?" you reply "Fine," whether you have had a good day, or a bad one. You prefer to avoid lively people and situations, of which you are wary because you somewhat prefer silence on the outside and the inside. However, you can express yourself when necessary.

You make sure to take the safe route, the one without surprises or risks. One of your weaknesses has to do with decision-making: you don't like conflicts that it could generate, as well as abrupt and rapid changes, anything spontaneous, anything that threatens stability and which can have a paralyzing impact on you. You prefer a certain form of routine which makes you feel secure. You do not like pressure. Sometimes, you have difficulty defining priorities because you give the same importance to everything. You may have difficulties asserting yourself because you unmistakably prefer being consensual instead of directive.

For you, the end does not justify the means since, in your eyes, people are more important than numbers, ratios, and flowcharts. People often ask you for advice since you know how to listen and suggest solutions. However, you can also rely on figures and data, if necessary.

General characteristics of your Natural Style

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Your tolerance and your search for harmony may lead you to be uncomfortable with an element of reality that is rational, hard and cold. You have a tendency to neglect this element since it is logical and based on facts. You can however compromise with what seems rational or organized like the necessity of rules and structures but maybe you don't give enough consideration to what seems pragmatic or efficiency-oriented like the necessity of objectives and results in order to complete any collaborative project.

You run the risk of focusing on egalitarianism between people and not sufficiently and necessarily taking yourself into account, which may make you appear to be permissive.

Your highest risk of conflict is with your Opposite, the "MANAGING" type, whom you might consider to be autocratic due to his/her hard, extroverted rationalism which contrasts with your soft, introverted emotional side, which you can also express if necessary.

Your Opposite

Your Opposite is described in the masculine, as a generic term, but represents either a woman or a man.

The following general characteristics refer to your opposite typology, among the 68 positions on the AeC Wheel. They allow you to better understand your Opposite's qualities, but they need to be refined according to each person.

They are also addressed to you and your "Shadow," as Carl Gustav Jung called it. This is analogous to a photographic negative. It represents the aspects of yourself that may be not very developed, unknown or hidden, and that it is suggested you become acquainted with and perhaps accept.

Your Opposite is rather the "DIRECTIVE" type. His primary colour is Red. His secondary colour is Blue. His third colour is Yellow.

His main characteristics are his independence, his energy, his demanding nature, his direct, concrete and operational qualities, his determination in the face of adversity and his ability to make quick and improvised decisions, while knowing how to rely on accurate information. Indeed he also has an analytical and thoughtful component. He likes difficulty and it motivates him but he also has a kind of conviviality.

Your Opposite knows what he wants and succeeds in getting it. His stubborn insistence on going forward and achieving his goals matches his impatience. He loves action and victory. He loves to work under pressure. He looks for things that are out of the ordinary and adventurous, and he loves to take high risks that are minimized by his ability for reflection, and to address the challenges that are his reason for existence. He doesn't give in easily and he knows how to get back on his feet as quickly and as often as he may fall. We call people like him "fighters."

Your Opposite likes to manage with a fairly forthright and determined behaviour while being somewhat convivial and relationship-oriented, although this is not his primary quality. He has a certain authority and wants others to recognize and accept this. He is a person of challenges, without which he runs the risk of getting bored with routine, slowness and monotony if they are not structured. If there aren't any problems to challenge him, he often has the tendency to create them himself, for the sake of resolving and overcoming them.

The words "method," "prudence" and "consensus" are rarely part of his vocabulary. He is not afraid of confrontation, conflicts or anger. He loves these just like he loves shaking up situations and people by expressing himself directly without mincing words, with a certain sense of provocation nuanced by his thoughtful component and his conviviality.

Your Opposite resolves problems in a logical and incisive way. He wants to be free from control, supervision or detail but he also knows how to take these into account to get the result he wants. He values action and decision-making over reflection, risk over caution, results over analysis of procedures. The word "conformity" is rarely part of his vocabulary, but he knows how to use it when necessary. Diplomacy is not his strong point but he also can manifest it if it is necessary. He wants it to work, and it matters less to him how this happens.

Your Opposite

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The following general characteristics refer to your opposite typology, among the 68 positions on the AeC Wheel. They allow you to better understand your Opposite's qualities, but they need to be refined according to each person.

They are also addressed to you and your "Shadow," as Carl Gustav Jung called it. This is analogous to a photographic negative. It represents the aspects of yourself that may be not very developed, unknown or hidden, and that it is suggested you become acquainted with and perhaps accept.

He judges his collaborators and colleagues, as he judges himself, on results. Efficiency is one of his favourite words. He is as demanding of other people as he is of himself, and he may seem critical when his criteria and his demands aren't met. His conviviality helps him to minimize this demanding side of himself and makes it more acceptable. He feels somewhat invulnerable and one of his fears may be recognizing his weaknesses.

He runs the risk of managing by referring to himself and the situation and not sufficiently and necessarily taking others into account, which may make him seem individualistic, autocratic, and unemotional.

His highest risk for conflict is with you, the "COOPERATIVE" type, whom he might consider to be permissive, even weak, since your soft introverted emotional side contrasts with his extroverted and demanding rationality, even if he shows some conviviality.

Specific characteristics of your Natural Style

The following characteristics help you to qualify and refine your type. They refer to your answers to the questionnaire and your Profile will be generated among thousand of others.

They mention, among other things, the perceptions that others may have about you. Even if these don't always correspond to what you are, it is nevertheless important for you to be aware of them.

Camille is a very good listener and can show herself to be attentive and willing to achieve consensus. She also has, in a less pronounced way, a relatively cooperative, conciliatory and tolerant nature and she is not fond of conflicts. Others may perceive her as someone who is very humanistic and rather placid

Camille has a sure introverted constituent. She searches very earnestly for coherence, stability and harmony, and she finds these in emotional feelings rather than in a rational explanation. This makes her seem particularly peaceful. She also has a certain inclination for order, planning and organization. Others may also perceive her as a person who is rather organized. One of Camille's assets, and perhaps also difficulties, is knowing how to reconcile and manage these two opposing facets of her personality.

Camille has a fairly reflective nature and knows how to step back and analyze information in a precise and detailed way before making decisions in a definitely prudent manner. She may be perceived as a rather measured and somewhat analytical person. She doesn't have a strong tendency towards quick action supported by concrete results, as well as for taking the risks that go along with this. Others may perceive her as not very pragmatic and driven.

Camille has a very strong creative and abundant spontaneity that is not bogged down by details, which may make her seem fairly unique. At the same time and paradoxically, she also has a nature that respects rules and procedures, which may make her seem fairly conventional. One of Camille's assets, and perhaps also difficulties, is knowing how to reconcile and manage these two opposing facets of her personality.

Camille has a very introverted, affectionate nature that is subtle, methodical and relatively dependable, with an unhurried, discrete and progressive maturity. She is comfortable in a predictable and relaxed environment where the need to move from one activity to another quite quickly is held to a minimum. Her considerable skill of controlling her emotions in relationships with others may make her seem very diplomatic while also quite self-effacing. She also has a fairly outgoing, affectionate nature and is also fairly demonstrative and enthusiastic. She can be quite open and optimistic and has a definite skill of brightening others with her radiance. She likes to be their ray of sunshine even more for being recognized as such. One of Camille's assets, and perhaps also difficulties, is knowing how to reconcile and manage these two opposing facets of her personality.

Specific characteristics of your Natural Style

The following characteristics help you to qualify and refine your type. They refer to your answers to the questionnaire and your Profile will be generated among thousand of others.

They mention, among other things, the perceptions that others may have about you. Even if these don't always correspond to what you are, it is nevertheless important for you to be aware of them.

Camille has a nature that is motivating and relationship-oriented, that goes right along with her search for pleasure. Her enthusiasm for communication may make her appear fairly friendly. She does not particularly like stress very much and does not aggressively seek out challenges or efficiency, which can also make her appear somewhat tender.

Student profile

Your specific characteristics

Perceptions

It is important to understand that others can perceive us differently and more harshly than we perceive ourselves, especially when we are under stress. The more they are different from us and get nearer to our Opposite, the more it is possible.

Even if the perceptions that others may have about you don't always correspond to what you are, it is nevertheless important for you to be aware of them.

This page informs you of the potential differences between these two perceptions.

Under normal circumstances, you perceive yourself as rather :

- ▲ Stable
- ▲ Coherent
- ▲ Attentive
- ▲ Methodical
- ▲ Subtle
- ▲ Cooperative

In a more or less stressful situation, others may also perceive you as rather :

- ▼ Worried
- ▼ Rigid
- ▼ Slow
- ▼ Meek
- ▼ Beating around the bush
- ▼ Permissive

The Do's to better interact with you

This section describes what should be done to better interact with you, in a descending order.

We recommend that you show this to people around you and especially to those with whom you have difficulties communicating.

The person you interact with should :

- Take the time to break the ice and get involved personally
- Show a sincere interest in you, listen to you, and be sensitive towards your concerns
- Move around in a casual and relaxed way
- Implement a step-by-step action plan to avoid surprises
- Be careful not to talk about subjects that may create conflicts
- Allow you time to chat and relax a bit
- Compliment you
- Not be too formal
- Be optimistic. You find pessimistic people disconcerting.
- Approach you with subtlety and without abruptness
- Not dominate the conversation. To be somewhat more cooperative
- Take the time required
- Provide solid, tangible and concrete evidence
- Minimize risks by offering guarantees
- Remain distant
- Have a thoughtful and structured approach

The Don'ts to better interact with you

This section describes what shouldn't be done to better interact with you, in a descending order.

We recommend that you show this to people around you and especially to those with whom you have difficulties communicating.

The person you interact with should avoid :

- Rushing, head first, into work or into the agenda of the day
- Acting cold and strict at work by talking only about facts and numbers
- Making demands by threatening you with his/her hierarchical position or personal power
- Being rational, cold and hard
- Claiming your ideas as his/her own
- Talking to you about austerity
- Being impersonal and focused only on the task
- Being introverted
- Forcing you to make hasty decisions
- Giving orders in a peremptory fashion
- Getting angry
- Procrastinating
- Getting emotionally involved in an obvious way
- Talking without saying anything
- Being familiar

Keys to motivating

People succeed better when they can express their abilities in an environment which gives them the potential to do so.

Please check, in a descending order, if this is the case, as this will help you to better understand how to succeed, but also confront the difficulties with which you may have to deal.

Camille wishes :

- ♥ Recognition for her good and faithful service
- ♥ A safe and risk-free environment; being a member of a team
- ♥ No abrupt change in work processes
- ♥ Activities that are compatible with her private life
- ♥ A pleasant atmosphere
- ♥ People that recognize her contributions
- ♥ The freedom to express her uniqueness
- ♥ Missions that excite her
- ♥ The methodology and the time to do good work
- ♥ Tranquillity and harmony
- ♥ An atmosphere free of conflicts
- ♥ Management that encourages cooperation
- ♥ To be on the team
- ♥ A boss who inspires confidence
- ♥ Work standards that are of high quality
- ♥ Written and precise work methodology
- ♥ Safety rules

Keys to motivating

People succeed better when they can express their abilities in an environment which gives them the potential to do so.

Please check, in a descending order, if this is the case, as this will help you to better understand how to succeed, but also confront the difficulties with which you may have to deal.

♥ Confirmation that she is doing a good job

Student profile

Keys to motivating

Keys to managing

This section introduces some elements, in a descending order, to help you give the best of yourself thanks to an adapted way of managing.

Talk about this with your manager so that he/she may be able to adapt his/her way of managing you.

Camille needs :

- The assurance that she is doing a good job, and tangible rewards
- A discrete recognition for her reliability
- A warm and friendly working environment
- Missions that require method and patience
- Conditions stated prior to any change
- A personal recognition
- To express her enthusiastic uniqueness within a framework that moderates it
- A convivial and relationship-oriented atmosphere that favours relaxation
- An atmosphere that fosters participation
- Instructions from the boss and clearly defined tasks along with detailed instructions
- Help in case of pressure
- Conflict-negotiation methods
- Support to know how to disagree even if it triggers a dispute
- Support to be more incisive
- Planning that avoids starts and stops
- Clear explanations of what is asked of her
- Help when she has trouble making decisions

Keys to managing

This section introduces some elements, in a descending order, to help you give the best of yourself thanks to an adapted way of managing.

Talk about this with your manager so that he/she may be able to adapt his/her way of managing you.

- An organized and well-equipped work space
- Help with getting off the beaten track or making risky decisions
- Regular appreciation of her work

Student profile

Keys to managing

Your areas for improvement

You will find below some suggestions, in a descending order, on how to improve yourself concerning your Natural Style.

Don't take into consideration the order of proposal of these suggestions. Here again, this profile is your Profile. It takes into account different parts of yourself which can sometimes be in opposition. These are more or less still present according to the personal development you have already done concerning yourself.

Choose one, two, or three of these recommendations and create an action plan to help you to follow them.

Camille may tend :

- To passively resist pressure and change which she dislikes if these aren't justified according to her
- To reluctantly do things she disagrees with, and then be bitter about them
- To need help setting priorities for new tasks
- To have trouble meeting deadlines
- To consider criticism of her work as a personal affront
- To act impulsively
- To give too little attention to details
- To trust everyone
- To have trouble organizing and managing her time
- Not to dare taking responsibilities
- To underestimate her abilities
- To shy away from almost anything difficult and/or conflicting
- To focus too much on details and make a mountain out of a molehill
- To rely on technical success
- To worry too much and underestimate herself
- To voluntarily give up ground in order to avoid any controversy

Your areas for improvement

You will find below some suggestions, in a descending order, on how to improve yourself concerning your Natural Style.

Don't take into consideration the order of proposal of these suggestions. Here again, this profile is your Profile. It takes into account different parts of yourself which can sometimes be in opposition. These are more or less still present according to the personal development you have already done concerning yourself.

Choose one, two, or three of these recommendations and create an action plan to help you to follow them.

- To be on the defensive when she feels threatened
- To have trouble deciding because she must make the right decision

Student profile

Your areas for improvement

Indicators

This page is designed to summarize and simplify this job profile into 16 indicators, compared 2 by 2, which don't measure the intensity of the colours, as it is the case with the graphs, but the ratio existing between them.

These indicators are represented as percentages of ratios from 0 to 100 on two graduated scales corresponding to the Natural and Adapted Styles. These are :

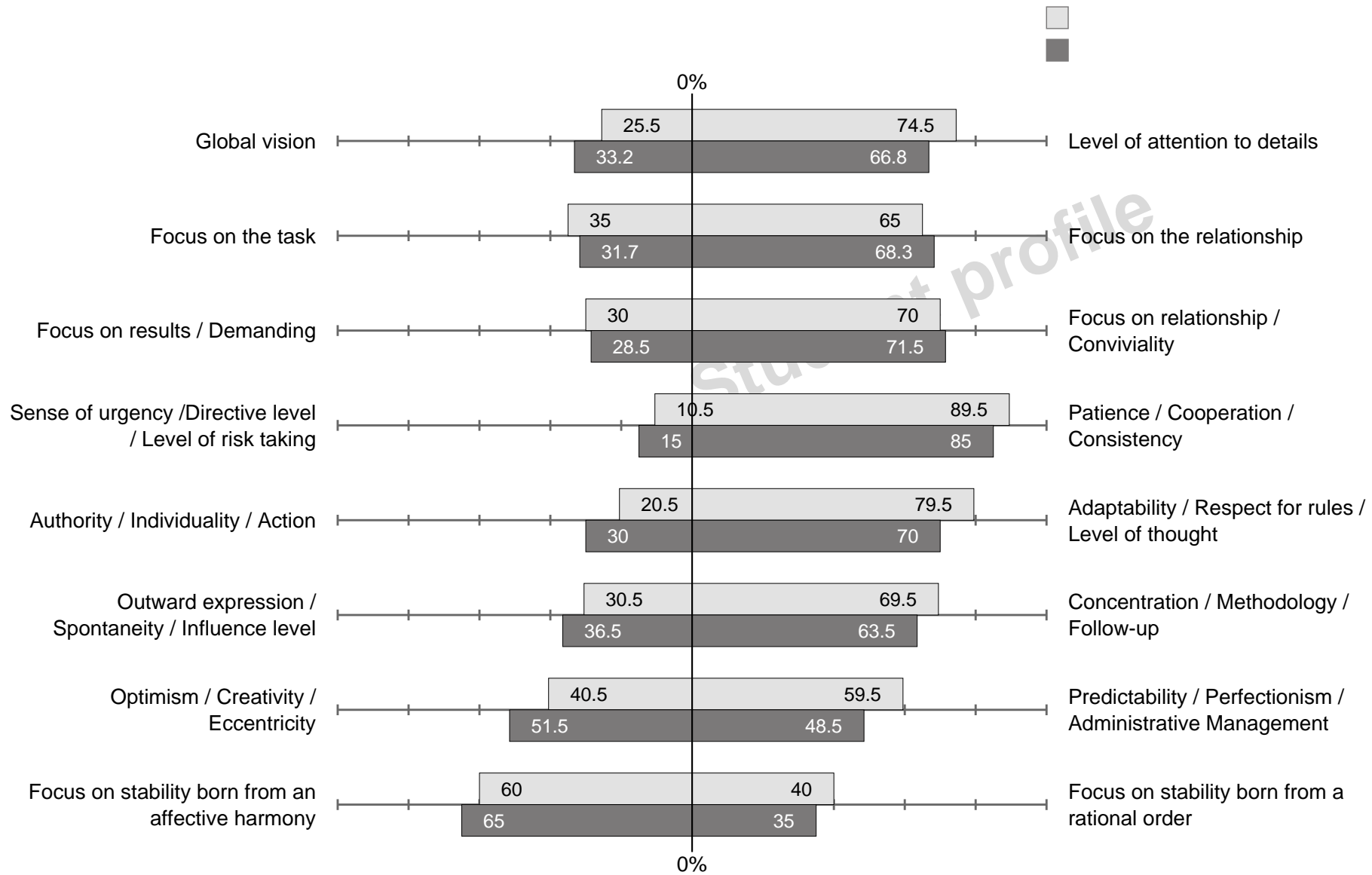
- Global vision
- Level of attention to details
- Focus on the task
- Focus on the relationship
- Focus on results/Demanding
- Focus on relationship/Conviviality
- Sense of urgency/Directive level/Level of risk taking
- Patience/Cooperation/Consistency
- Authority/Individuality/Action
- Adaptability/Respect for rules/Level of thought
- Outward expression/Spontaneity/Influence level
- Concentration/Methodology/Follow-up
- Optimism/Creativity/Eccentricity
- Predictability/Perfectionism/Administrative Management
- Focus on stability born from an affective harmony
- Focus on stability born from a rational order

So you can quickly view your strengths and your weaknesses in compensation.

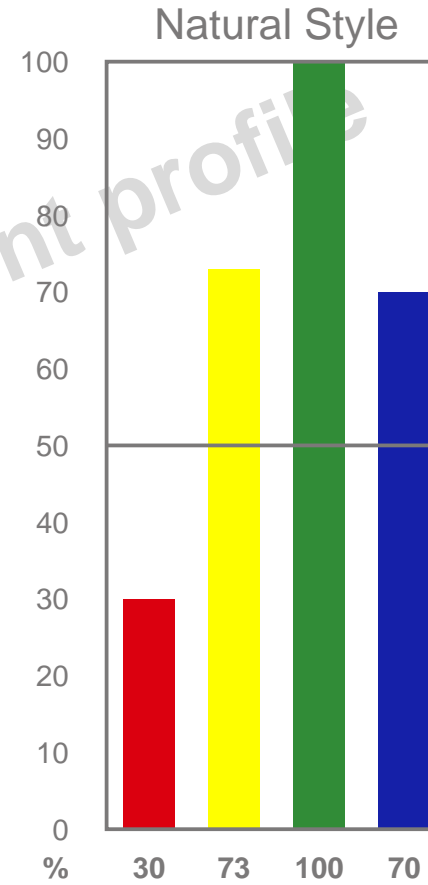
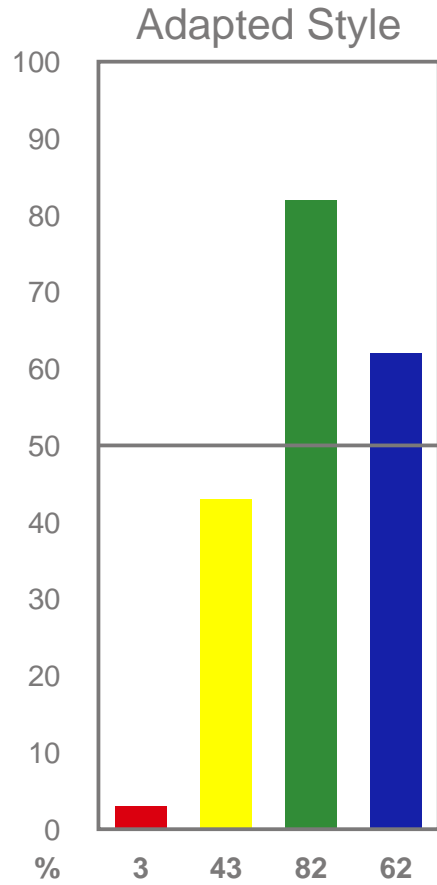
Here again, there are no good or bad indicators, just a visual and quantifiable representation of the dynamics existing between each one of the two poles concerning your natural and adapted styles.

Student profile

Indicators



Indicators

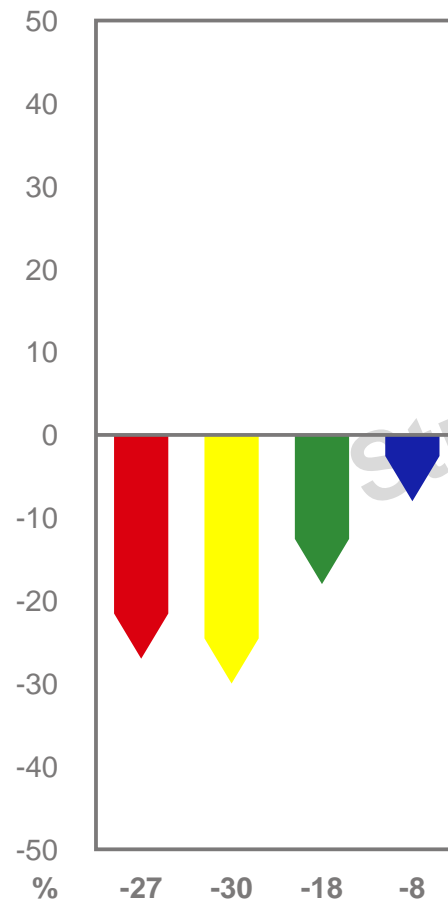


Your Colours

Comparison between your Natural Style and your Adapted Style

This section gives you the opportunity to discover, analyze and understand the differences that may exist between your Natural Style, which describes who you are, and your Adapted Style, which is how you may appear. **It helps you to become aware of the tension that may arise in a gap between your two styles, and to understand if your ability to adapt is :**

- **rather a conscious strategy to win because the environment is asking you to do so,**
- **rather a survival strategy which you are more subjected to and less aware of because the environment doesn't give you the choice, which may reveal a more or less intense discomfort.**



General meaning of the Colors that increase (unlike those that decrease)

Red : more demanding with oneself and others, result oriented, aggressive and interventionist

Yellow : more expansive, friendly, relational and spontaneous

Green : more cooperative, orderly, focused, consistent, stable, coherent, nuanced and patient

Blue : more focused on the rules and procedures, perfectionist, precise, providing and thoughtful

General meaning of the Colors that decrease (unlike those that increase)

Red : more accommodating, attentive and peaceful

Yellow : more incisive, factual, logical, solitary, reserved and controlled

Green : more effervescent, fast and multi-tasking

Blue : more fearless, innovative and independent

Your Styles on the AeC Wheel

Each person is unique. The AeC Method is based on William Moulton Marston's research and work, "Emotions of Normal People" published in 1928, of Carl Gustav Jung's "Psychological Types" published in 1921 and of Eduard Spranger's « Types of men » published in 1928.

William Moulton Marston bases his theories on four main characteristics: Dominance, Inducement, Steadiness and Compliance linked with the four colours Red, Yellow, Green and Blue.

Carl Gustav Jung defines two attitudes (introversion and extraversion) and four functions (thinking, feeling, sensation and intuition), identifying eight distinctive types.

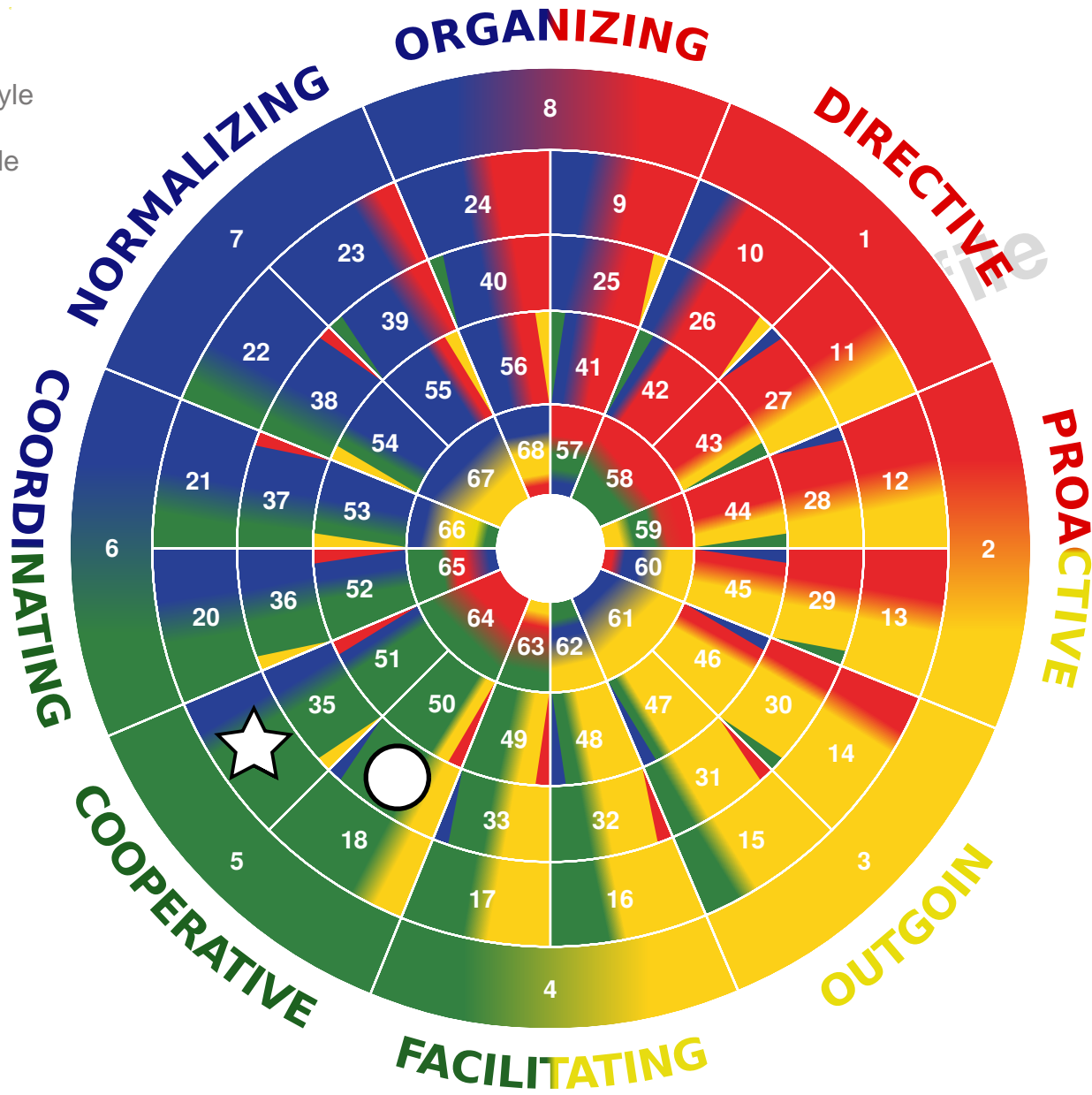
The AeC Wheel is a visual presentation of 68 main combinations of these four colours based on their differences in intensity and grouped according to the eight different types, concerning your natural style and your adapted style. **It only takes into consideration the intensities above 50% and cannot be dissociated from the graphs.**

Your **Styles** on the AeC Wheel :

Adapted Style : **Cooperative** position 19

Natural Style : **Cooperative** position 34

- ☆ Your Adapted Style
- Your Natural Style



Your Position on the Wheel

The Values which moderate the Colours

The Values are not observable. They inform us of our deep Motivations. They trigger the "Why" in how we act in a certain way rather than another way expressed by behaviour. This one is about "How" we really act in a certain way. They qualify the colours linked with behaviour and give you a wider and global view of your Profile.

The **Theoretical** Motivation concerns the search, understanding and systematization of objective truth with intellectual knowledge.

The **Aesthetic** Motivation gives priority to subjective feeling at the expense of objective rationality. It concerns the capacity to feel the outer and/or inner beauty, literally specified as being the contrary of anaesthesia.

The **Economical** Motivation concerns the search for usefulness, profitability and return on investment.

The **Altruistic** Motivation concerns the selfless action in order to help others.

The **Individualistic** Motivation concerns the search for power and for control of one's own life.

The **Traditional** Motivation concerns all persons having a strong system of beliefs, values and universal principles above them. It situates the individual in a framework tested by time and which is beyond him.

They correspond to universal Values found in philosophy: Truth, Beauty, Usefulness, Love, Power and Unity. These deep Motivations can be opposed and analysed two by two: Theoretical – Aesthetic, Economical– Altruistic, Individualistic – Traditional. You will find on the following page these six Values developed by **Eduard Spranger** with, in which concerns yourself, their degree of intensity for each one taken apart as well as the representation, in the form of indicators, of these three pairs of values.

In the same way there are not good and bad Colours, there are not good and bad Motivations. Money is needed to help people and to keep the meaning of the economic reality. Aestheticism needs a rational counterbalance which gives it a structure and Individualism is necessary to be able to enter the service of principles and organizations that are beyond itself. Each Motivation has its strengths and its weaknesses.

A low Theoretical Motivation :

- ☆ Has a tendency to base herself on experience to learn and understand
- ☆ Can be disconnected with rational theories
- ☆ Is not particularly interested by intellectual knowledge and proofs
- ☆ Prefers experience to knowledge

A high Aesthetic Motivation :

- ☆ Has a deep need to express herself in harmony
- ☆ Has an excellent ability to see inner and outer beauty in all its forms
- ☆ Has a fundamental need for aesthetics in her life
- ☆ Has strong feelings, sensitivity and intuition

A medium Economical Motivation :

- ☆ Appreciates value and return on investment
- ☆ Knows how to use her resources
- ☆ Has a sense of economic reality

A high Altruistic Motivation :

- ☆ Likes to get involved, to help and serve others

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- ☆ Has a strong need to feel useful to others
- ☆ Loves giving of herself and performing selfless actions
- ☆ Has a great sense of humanism and social justice
- ☆ Seeks to develop the potential of others
- ☆ Greatly appreciates contributing to the well-being of others

A low Individualistic Motivation :

- ☆ Can be a great team player
- ☆ Has a tendency to be humble and modest
- ☆ Easily lets the power and recognition go to others
- ☆ May tend to forget herself
- ☆ Is reluctant to want power
- ☆ Accepts authority with ease

A medium Traditional Motivation :

- ☆ Lends importance to her value system, which has a definite influence on her life
- ☆ May react if her beliefs and principles are not respected by others
- ☆ Has a certain openness to the belief systems of others

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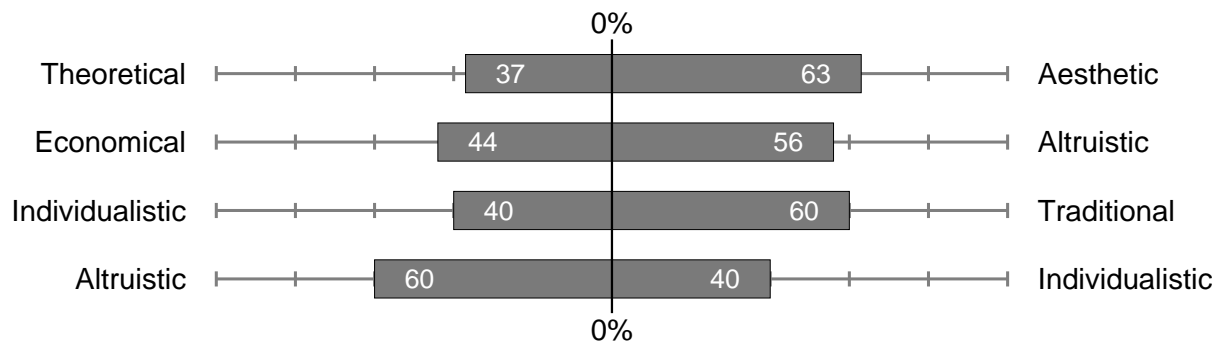
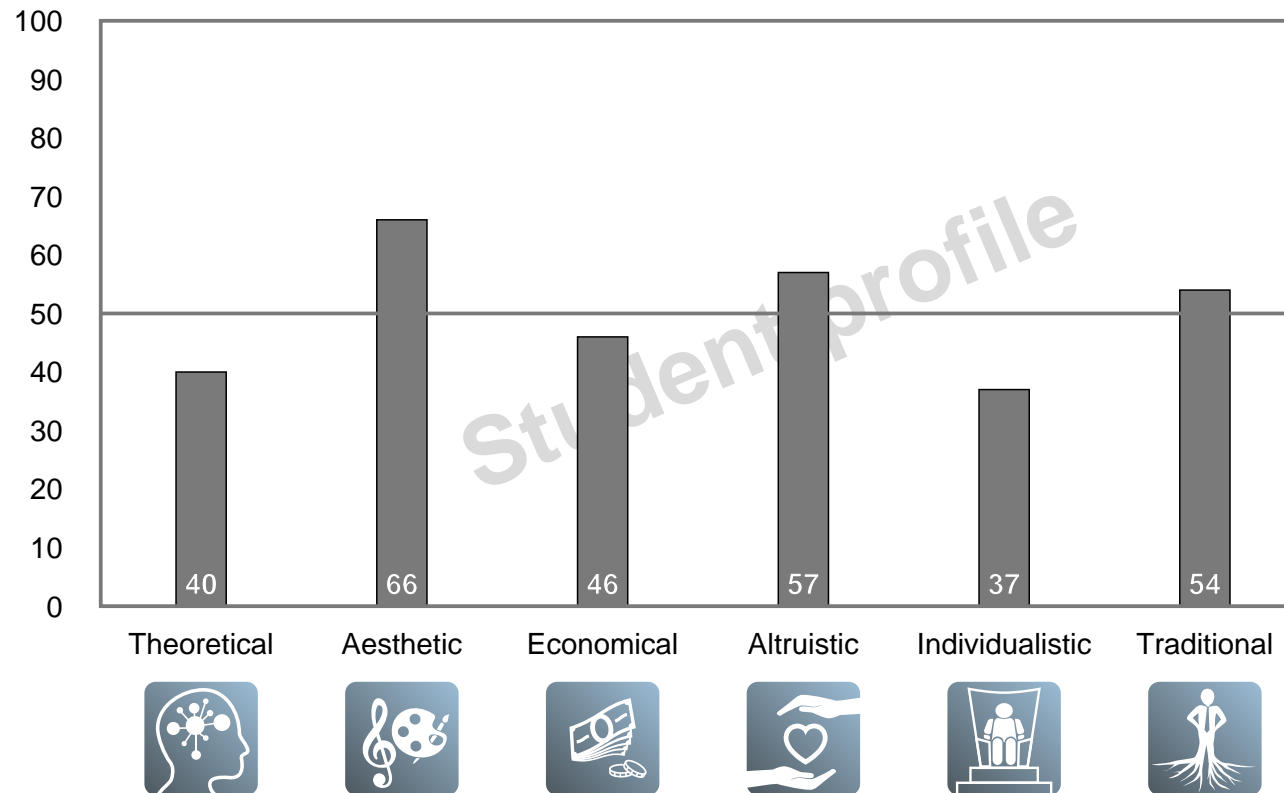
- ☆ May have an inclination to have faith because, for her, intuition is more important than knowledge
- ☆ Helps others based primarily on her experience and intuition
- ☆ Can have both a strong subjective feeling while keeping a practical common sense
- ☆ Can manage her resources in a creative and intuitive way
- ☆ Generates results originally and imaginatively
- ☆ Loves to reveal inner and outer beauty in others
- ☆ Highly appreciates fulfilment by helping others to achieve
- ☆ Has a great capacity for understanding others through her feelings
- ☆ Is an excellent mediator and advisor
- ☆ Has a large capacity for empathy and understanding the feelings of others
- ☆ Can easily express her creativity with detachment and humility
- ☆ Needs to live in harmony with her values
- ☆ Enjoys fulfilment through her values
- ☆ Shares resources easily with friends and family
- ☆ Recognizes the need of money to be generous
- ☆ She matters little to herself and tends to forget herself in her dedication to helping others

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- ☆ Gives generously without expectation of recognition in return
- ☆ Has a great capacity for self-sacrifice
- ☆ May go beyond her well-being to help others
- ☆ Has a great need to serve others while respecting her values and principles

Student profile

Your specific characteristics



Your Values