

## Nancy – Case Study B – Sharla’s Notes, (See Funnel Next Page)

### Top 4 Factors:

**Detached (30):** Objective, direct with people, somewhat task-focused, get job done, can operate in a hostile or non-supportive environment, not easily intimidated

**Dominate (29):** natural leader, take command, grasp issues, identify problem/solution, move forcefully towards goal accomplishment but may underestimate amount of work to complete tasks

**Adventurous (26)** daring, adventurous, gutsy, high drive to succeed, willing to take risks, bold ambitious entrepreneurs, or develop a new product, high energy, workaholics

**Innovative (19):** view events/information as free flowing perspective, able to conceptualize innovative solutions and new ideas, confidence in out-of-box thinking, frequently recognized for expressed creativity, logical problem solving, working with hands, or more artistic ventures such as writing, music, drama, visual arts, clever and quick minded, analyze depth and breadth

**Extroverted (18):** Good at mixers, energized by meeting new people, fun loving, enthusiastic, expressive, may be noisy in crowd, entertaining, spirited, enjoy being the center of attention, need to be involved with people in their work, high potential for success in work that involves promoting, influencing, entertaining, hosting, motivating, and public speaking

### 8 Subfactors:

**Neutral (30):** not aligned with or favoring either side in a war, dispute, contest, or controversy. Able to make tough decisions and hold people accountable. Can be insensitive to the needs of others.

**Questioning (30):** An expression of inquiry that invites or calls for a reply. Interrogative, open to controversy, able to confront when there is a problem, but may tend to be overly critical.

**Objective (29):** Uninfluenced by emotions or personal prejudices. Based on observable phenomena, presented factually, results-driven

**Assertive (26):** Confident and direct in claiming one’s rights or putting forward one’s views. Given to making assertions or bold demands, dogmatic or aggressive.

**Daring (23):** willing to take calculated risks, pioneering, calm in adversity

**Imaginative (22):** Lively imagination, creative, original, good at coming up with new ideas. **Easily bored with established procedures.**

**Verbal (19):** oral communications, strong verbal skills, persuasive, motivating, can inspire an audience

**Enthusiastic (18):** energetic, positive, likes involvement in many activities. Can be too optimistic about outcomes and people

Sales/Marketing for Healthcare-Related Business  
 Business Development & Strategic Partnerships Manager  
 Donor Relations/Fundraising Director for a Global Faith-Based Non-Profit  
 Event Planner/Manager, Conference Director  
 Chamber of Commerce Director, Arts Administration for a Performing or Visual Arts Company  
 Political Campaign Manager or Community Organizer

### Personality

Top 4 Factors: Detached (30), Dominate (29), Adventurous (26), Innovative (19), Extroverted (18)  
 Top 8 Subfactors: Neutral (30), Questioning (30), Objective (29), Assertive (26), Daring (23), Imaginative (22), Verbal (19), Enthusiastic (18)

### Vocational Interests

**Supporting**  
 Languages  
 International  
 Travel

**INT'L, RELIGIOUS, ARTISTIC, MANAGEMENT/SALES (INFLUENCING/EXPRESSING)**  
**Occupation Groups:**  
 Business Leader (82)  
 Law/Politics (65)  
 Languages (63)  
 Sales/Management (57)  
**General Interests**  
 International (87)  
 Religious (78)  
 Management/Sales (75)  
 Artistic (75)  
**Activity Groups**  
 Research Medical  
 Management  
 International  
 Self-Employment

**Lifestyle**  
 Religion  
 Art  
 Law/Politics

### Skills / Ability

Artistic (100), Organizing (83), Marketing (82), Analytical (82), Managing (78)

### Work Environment

Variety, Challenge, Adventure/Risks, Independence

### Work Outcome

Leadership, Helping Others, Intellectual Stimulation, Continuing Education

### Life Values

Serve God, Family, Integrity, Leisure

**4 of 4 Match**