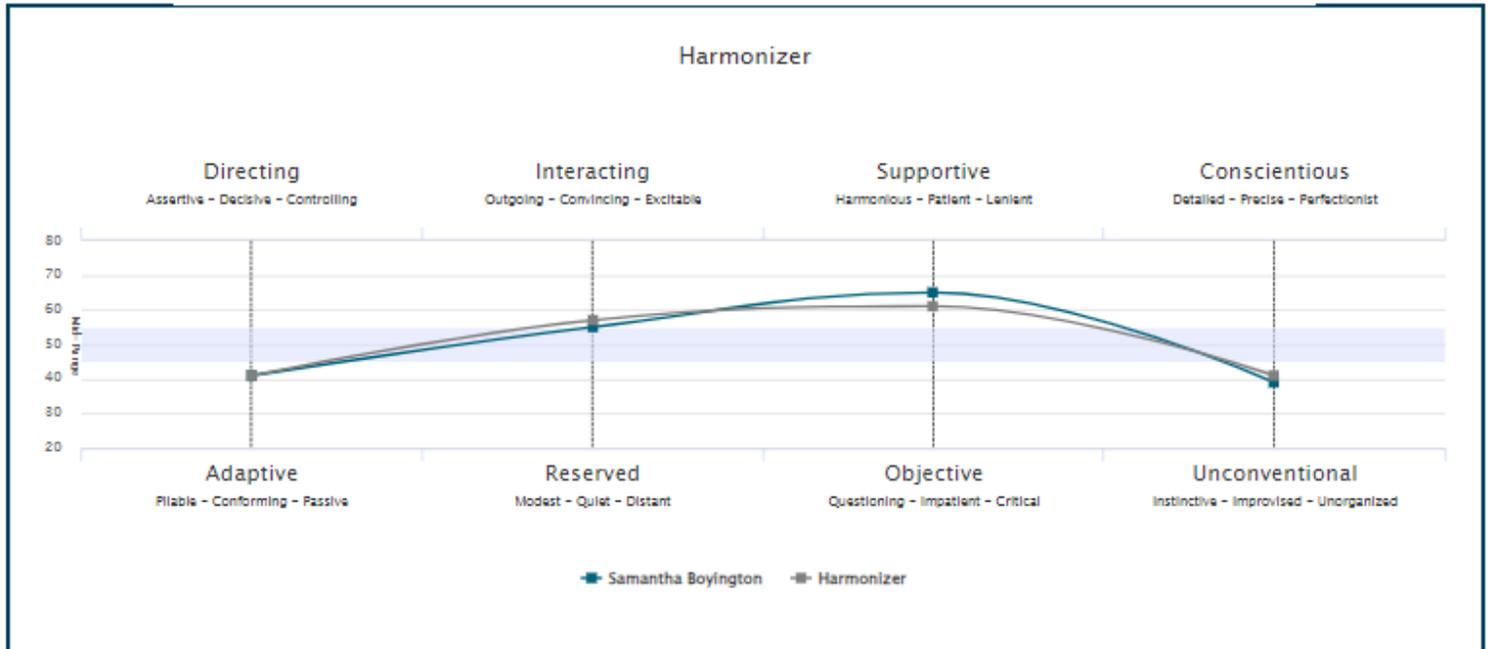


Harmonizer

The natural personality profile for you is indicated by the solid line on the graph below. Note also the dotted line; it represents the Blended Profile that most nearly matches your graph. Seventeen Blended Profiles are used as the baseline for interpreting the combinations of four basic dimensions of personality. The information in this section is derived from the Harmonizer Blended Profile. Typically, the more closely the solid line graph matches this Blended Profile, the more accurately the information will describe your natural behavior style.



This person excels at promoting harmony and cooperation within a group where it is natural to help and support others in carrying out tasks and building cooperation in the process.

Ideal Environment

Harmonizers realize their highest potential with opportunities to: Show compassion - Be patient - Listen - Verbalize - Be relational - Support - Be consistent - Be steady - Influence.

Typical Areas of Strength

Harmonizers foster a cooperative atmosphere by seeking ways to help with carrying out duties and completing tasks, and encouraging others in practical, tangible ways. They relate well to others and excel as mediators and at conveying care and compassion.

Typical Areas of Struggle

People with scores in this range may sometimes compromise principles or convictions in order to maintain harmony or preserve a relationship. They have a tendency to vacillate, resist change, or be too naive or passive in certain situations.

Preferred Activities

Because they demonstrate superior people skills, Harmonizers are well-suited to promote interaction with individuals or small groups of people who need their help.

Communication Style

Harmonizers communicate best by being good listeners, offering helpful words of encouragement, and performing thoughtful acts of kindness.

Financial Management

People in this profile typically are always willing to help and do what is asked of them, but they are not naturally well-organized and sometimes struggle with details, organization and focus.

Budget and Financial Issues

People similar to this profile tend to be open-handed and try to solve the problems of others with their resources. Every need is important to them, so they may have difficulty prioritizing their budget expenses and staying within financial restraints. They are not always well-organized or good with detail, but they willingly participate in account management plans set up by others.

Purchasing Tendencies

Harmonizers find it difficult to tell a salesperson "No", especially because they want to leave a positive impression. They are frequently under pressure to buy because they wait until the last minute to shop for needed items.