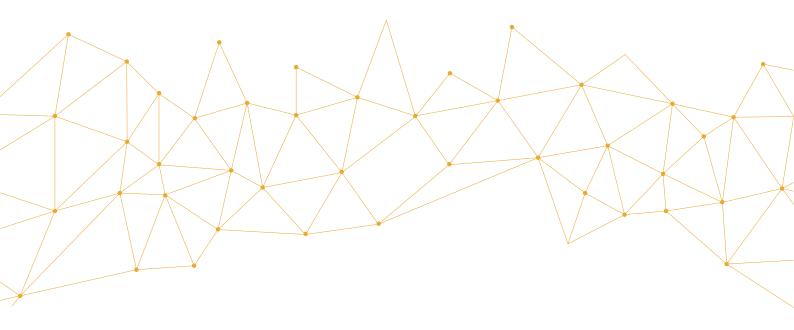


# **Descriptive report**

First/given name: Map Surname: 2

**Date of test**: 19-07-2022





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# Your information

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Highest level of education: . . . . . . . . 3 or more years of post-secondary education (college, university)

Current occupation: Education, Training, and Library

Reference group: ..... SWEDISH

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## Introduction

This report contains your results, which have been compiled on the basis of the responses you gave to the statements in MAP. The statements, which are based on contemporary work psychology research, have been developed for the purposes of measuring personality. It is a fact that people have different personalities, and that these differences are of importance in work-related contexts. By mapping a person's personality, we can identify his or her strengths and areas for development.

This report is divided up into five personality dimensions, each with their own measurement scale: Agreeableness (AG), Conscientiousness (CO), Emotional Stability (ES), Extraversion (EX) and Openness (OP). Each scale is in turn composed of five sub-scales numbered from 1 to 5 (for instance, AG1 is the first sub-scale for Agreeableness, AG2 is the second sub-scale, and so on).

The report starts with a description of the personality characteristic being measured, and how that characteristic might be expressed in a person's behaviour.

This is followed by a diagram indicating your individual score on the scale as one of the following four intervals: low test scores, average test scores below the mean value, average test scores above the mean value, and high test scores.

The diagram is followed by a descriptive text explaining the meaning of the score level, how the personality characteristic is usually expressed in a person's behaviour, and how others are likely to perceive a person with that score.

The report concludes with a profile overview summarising all the score levels.



# What do my results mean?

So that your results make good sense to you, they are compared with a reference group - in other words, a group of individuals who have also taken the MAP test. The reference group is a distribution of the score results divided up into the four score levels, based on the mean for the reference group. The reference group used to interpret your results in this report is stated on the first page. For more detailed information about the reference group, please ask your test administrator.

# Things to bear in mind when you read your results

- This report does not set out to present particular results as being "good" or "bad" there are usually advantages and challenges associated with both high and low scores on any given scale.
- Even though the characteristics measured by MAP are important, there are other characteristics and circumstances that can also affect behaviour and performance in work-related contexts.
- The results should not be interpreted in absolute terms they indicate how your personality is most likely structured, and how it could affect your behaviour in different contexts.
- A person's personality is complex, and different combinations of scores on different scales may influence a person's behaviour. This is not taken into consideration in this report.
- A result description is a summary of several score levels, which means that you might not identify with all parts of the description.
- Test results are never an exact science; there are many circumstances that can influence the reliability and validity of the measurement. For example, a misunderstanding of the instructions or a lack of motivation to provide sincere responses will affect the results.

If you have any questions about your test results or how the results will be used, administered or stored, please contact the party who ordered this report (their name is stated on the first page).



# Agreeableness (AG)

The Agreeableness scale reflects how a person interacts with other people. This is shown in the degree of trust, the perception of other people as intrinsically good, the ability to feel empathy, and the desire to help and be there for others. This scale reflects genuine likeableness in the sense that a person is forthright and honest with others, even if this means that he or she may come across as being less flexible. A key aspect of this scale is the emotional depth that typifies a person's relationships, and the ability to express feelings of love and affection towards those around.



Individuals with low scores on the Agreeableness scale may be perceived to be somewhat guarded and standoffish. They do not automatically trust others, but are instead guarded when it comes to other people and their intentions. This means that they are seldom fooled or deceived. Individuals with low scores find it easy to adapt their communication with the aim of avoiding negative reactions from those around them. Thanks to the adroit way in which they communicate, other people may perceive these individuals to be both pleasant and socially well-adjusted. In the longer term, however, others may feel manipulated by the amiable nature of these individuals and may perceive them as lacking in sincerity. Individuals with low scores often have a limited need to feel close to others, and usually view their emotional independence as a strength. Some such individuals may have difficulty expressing love and affection in their relationships, and they do not see any particular benefits in uttering such strong expressions of emotion. On the contrary, they may find it difficult to interact with people who express strong feelings and may interpret this as a sign of weakness in the other person. Individuals with low scores often see themselves as tough, unemotional, attentive, persistent and competitive, while those around them may perceive them to be thick-skinned, reserved and belligerent.



#### Trust (AG1)

The Trust subscale reflects an individual's faith in others and how easy it is for him or her to trust other people. This subscale also reflects an individual's views on humanity and his or her faith in the intentions of others around him or her —whether he or she generally assumes the best of other people, or is more sceptical and reserved.



Compared to most others, individuals with low scores on the Trust subscale tend to have relatively little faith in other people and their intentions. They tend to be more reserved than most others. They tend to be on their guard in relation to other people and their intentions. Those around them may sometimes perceive these individuals to be cynical and without faith in human nature, whereas they themselves feel that they possess a healthy amount of scepticism. These individuals' first instinct is to assume that others could be dishonest, and they are sceptical of the intentions of other people. At the same time, this approach means that they are seldom fooled or deceived.

#### Communication (AG2)

The Communication subscale reflects the way in which a person shapes his or her communication with others. Does a person communicate in a candid and forthright manner, or does he or she prefer to be more cautious and perhaps not as explicit? The manner in which a person communicates characterises his or her relationships with others and provides information about the individual's interpersonal character in the short and long term.



Individuals with low scores on the Communication subscale prioritise a smooth and pleasant way of communicating that does not conflict with the impression others have of them as likeable, accommodating people. They adapt the message or the content of what is being communicated to the situation at hand, or to suit their own objectives. These individuals often appear to be more cautious in their communication than people with high scores, which often means that they have a winning demeanour and do well in social situations. During brief interactions, these individuals are usually perceived as being nice, pleasant and easy to deal with. They have a gentle nature and go out of their way to avoid conflicts. They are generally good at adapting to the situation at hand and to those around them, although in more critical situations, where it is necessary to take a stance, others may perceive these individuals as being a touch manipulative or evasive when they do not clearly express and stand up for their opinions. Unlike people with high scores, these individuals do not have the same need to always express what they perceive to be the truth in all situations. Individuals with low scores are generally willing to influence those around them through the use of flattery or guile in order to impose their will. They themselves view these strategies not only as necessary but also as desirable aspects of a person's social skills. They may feel that more forthright people are naive, unnecessarily candid and sometimes uncomfortably explicit.



#### Altruism (AG3)

The Altruism subscale reflects the need a person has to be there for and help others. This subscale captures a person's inclination to put his or her own needs to one side, and to instead help others and be there for a person in need.



Individuals with low scores on the Altruism subscale feel a limited need to be there for and help others. The idea of constantly being there for and helping others is not a strong driving force for these individuals. Instead, these individuals prefer not to get involved in other people's problems and ideally wish to avoid such situations. Others may deem them to be egocentric individuals due to the fact that they primarily think of themselves and their own well-being, whereas they often see themselves as survivors with a healthy amount of self-focus and an ability to look after themselves and not get drawn into other people's problems. They may feel that people with high scores do not look after their own interests and that such people are unnecessarily giving, generous and sometimes self-exploiting.

### Compassion (AG4)

The Compassion subscale reflects the degree of sympathy and compassion a person feels for others. This shows itself in how easily a person is moved by the problems and needs of others, and in the extent to which a person tends to get involved in other people's situations. Compassion entails genuine care and concern for others.



Individuals with low scores on the Compassion subscale feel and show empathy and concern to a lesser extent than most people. These individuals are more practical by nature and are not as attentive to other people's need for sympathy, nor are they affected to the same extent by other people's appeals for compassion. They may be perceived to be harsh and insensitive individuals, but they prefer to seem themselves as realists who make rational and logical decisions. They may feel that people with high scores on this subscale are excessively sensitive and emotional.



## Affection (AG5)

The Affection subscale reflects the extent to which a person's relationships are characterised by affection, love, tenderness and friendship as opposed to restraint and reservedness.



Individuals with low scores on the Affection subscale are more reserved, and seldom show feelings like love and tenderness towards others. They are generally more reserved in relation to those around them and may sometimes act a little formal, even in relationships of a more personal nature. These individuals often have a greater emotional distance in their relationships than people with high scores. Others may perceive these individuals to be professional, stable and in control of their situation, although they may also be perceived as being devoid of emotion and aloof, in the sense that they are not interested in or do not seem to need other people.



# Conscientiousness (co)

The Conscientiousness scale describes a person's approach to his/her duties and undertakings. This scale, associated with performance, describes a person's preferred way of working—systematic, methodical and goal-oriented, or spontaneous, flexible and unplanned. This scale also represents the underlying drive to achieve something and measures characteristics necessary for this, such as the ability to be organised, dutiful, effective and decisive.



Individuals with low scores on the Conscientiousness scale relate to the world around them in a spontaneous, open and flexible manner. They prefer to act on the spur of the moment and to take the day as it comes, rather than using a lot of structure and planning, which they feel limits their spontaneity. They do not see hard work as an end in itself, and they tend to put things off until later. While these individuals may be perceived by those around them as easy-going and spontaneous, they may also view them as careless, unstructured and ineffective, and sometimes as a little unpredictable. Individuals with low scores are not necessarily lacking in moral principles - they simply apply such principles less strictly than most. They are often insensitive to rules and expectations, and they often dislike societal norms and authority. Others may perceive this as a sign that these individuals do not understand the consequences of their actions, since they approach their obligations more lightly and are seldom concerned if they are unable to follow pre-determined plans or live up to agreements. They also have a more relaxed and easy-going approach than most when it comes to performance and achievement. They do not like challenging authority, or resolving conflicts with authority. They may make quick and sometimes hasty decisions, since they rely more on feeling than logic.



# Intensity (CO1)

The Intensity sub-scale reflects the intensity with which a person approaches tasks and undertakings. This sub-scale indicates how persistent a person is and how essential it is for that person to be as efficient as possible, as opposed to being more relaxed and not as worried about getting a lot done. This sub-scale also reflects a person's own sense of being efficient and competent in his/her own performance, and how important that is to him/her. Please note that a low score on this sub-scale does not mean that a person has low self-confidence; it is solely a reflection of a more relaxed attitude to efficiency.



Individuals with low scores on the Intensity sub-scale work at a lower tempo than most. They do not view efficiency as an end in itself, but are satisfied to carry out work duties and undertakings at a calm pace. They often have a relaxed attitude to their obligations, and have no need of appearing very capable or extremely efficient. Perseverance is not their strongest suit, and they may give up on something if things go against them. They do not exaggerate the importance of always completing work tasks or seeing undertakings through to their conclusion, but are comfortable cancelling, delaying or postponing things. These individuals take one thing at a time, seldom rushing or forcing anything. People with high scores on this sub-scale may perceive these individuals as inefficient, slow and sometimes a little lazy.

# Diligence (CO2)

The Diligence sub-scale consists of two equally important parts. One aspect is that of orderliness, and the other has to do with conscientiousness and dutifulness. This sub-scale also reflects how important it is for a person to fulfil his/her obligations and commitments.



Individuals with low scores on the Diligence sub-scale have a lower level of diligence and orderliness than most. These individuals often come across as being relatively disorganised, and as a general rule they do not think orderliness is particularly important. They seldom spend time on preparations and prefer to take things as they come. They have a more relaxed approach to following rules, living up to agreements and observing and meeting agreed times and deadlines. Quite simply, they do not allow themselves to be as affected by such things. They prefer to work in an unstructured manner and may feel that a structured and systematic approach is restrictive. Rules and structure may make them feel trapped and inhibited. Since these individuals often have a relaxed attitude to commitments, those around them may perceive them as nonchalant and sometimes a little unreliable, and their lack of orderliness may cause them to come across as careless, although also as relaxed, easy-going and flexible.



#### Ambition (CO3)

The Ambition sub-scale reflects a person's desire to perform and level of ambition, as well as the demands a person places on himself/herself. This sub-scale reflects how goal-oriented a person is, how far a person is willing to go, and how much effort a person is prepared to invest in order to achieve his/her goals. The degree of perseverance and assiduity are two important aspects of this sub-scale. It should be noted that this sub-scale only reflects a person's ambition to achieve, not the degree to which a person is able to achieve.



Individuals with low scores on the Ambition sub-scale usually have a limited need and desire to achieve more than they already are. Consequently, they usually place low demands on themselves, seldom having any explicit or clear goals. They are satisfied with their current level of achievement and seldom feel the need to strive for more, or to be better at things than they already are. These individuals are not driven by an ambition to perform and may be perceived by those around them as relaxed people who take each day as it comes. At the same time, they may also be perceived as lacking in ambition and the desire to advance themselves.

#### Self-discipline (co4)

The Self-discipline sub-scale reflects the extent to which a person has the ability to start and complete tasks or undertakings, even when he/she gets bored or is subject to distractions. A key aspect of this sub-scale is people's ability to motivate themselves, even when it comes to monotonous and routine tasks.



Individuals with low scores on the Self-discipline sub-scale have a somewhat lower level of self-discipline than most. They have no difficulty in putting things off, and are happy to put their immediate duties to one side. These individuals may find it particularly hard to complete undertakings if the tasks involved are monotonous and routine, or they perceive those tasks as boring. They may have difficulty motivating themselves to do necessary tasks, since they easily become distracted and may find it hard to maintain focus on the task at hand. In such instances, they may need help from others to find meaningfulness in what they need to do. These individuals may become deterred by an increasing pile of unfinished tasks and thus anxious to complete them, perhaps a little too hastily at times. Others may perceive them as unfocused and easily distracted individuals, although they may also come across as easy-going people who do what feels best at the time and follow the path of least resistance.



# Decision-making (CO5)

The Decision-making sub-scale describes the strategy a person chooses when making decisions. This sub-scale comprises the tendency to be thoughtful and analytical (as opposed to being more spontaneous and impulsive).



Compared to most, individuals with low scores on the Decision-making sub-scale are more spontaneous and impulsive when they make decisions. They tend to make their decisions on the spur of the moment, basing them on gut-feeling rather than carefully considered logical reasoning. They may find gathering a great deal of information prior to a decision (information that people with high scores may deem to be necessary) a trying and sometimes superfluous chore. They are usually at ease with the decisions they make, even when they feel they don't have all relevant information at their disposal. Their approach to decision-making means they are capable of making quick decisions when the situation so requires. However, the flip side of this coin is that their speed and spontaneity sometimes lead to hasty, ill-considered decisions - they may, for instance, have a tendency to speak or act without first considering all the consequences. Those around them may perceive these individuals as spontaneous and dynamic but may also have difficulty understanding and accepting their decisions since they tend to lack a clear logic and rationale.



# **Emotional Stability (ES)**

The Emotional Stability scale reflects a person's general emotional state. This relates to how intensely and how often a person experiences emotions such as anger, worry, guilt and depression. The intensity and frequency of such emotions are important, since they form the foundation of the person's state of mind, which affects his/her everyday behaviour. This includes whether a person has an even temper and good self-confidence, and how well a person is able to manage his or her own impulses. A key aspect is also how sensitive a person is and how constructively he/she reacts when dealing with setbacks and life's stressful situations. This scale also reflects the emotional resources people have at their command to resolve the problems and conflicts arising in everyday life.



Individuals with low scores on the Emotional Stability scale tend to experience emotions such as worry, irritation and insecurity somewhat more often, more persistently and somewhat more intensely than most. Individuals with low scores often come across as vivacious and energetic with a great deal of temperament, which arouses other people's enthusiasm and attention in the short term. In the long term, however, this emotional intensity may make others perceive them as overreacting or as being unnecessarily intense. These individuals tend to be alert and clued-up, which means that they are seldom startled or surprised by the situations that arise. Others may perceive them as fidgety, tense or restless, but they may equally well see them as attentive and interested in what is happening around them. Individuals with low scores easily become emotionally involved in situations, and also tend to express their emotions to a greater extent than people who are more emotionally reticent (i.e. those with high scores). An inclination to act on their impulses and the spur of the moment means that these individuals may be perceived as courageous and fascinating, but this can also cause them to end up in situations they later regret. These people's changeable bent means that they may come across as unpredictable when existing agreements are suddenly disregarded and new plans are put into effect. Individuals with low scores are usually sensitive to pressure from the outside world, and it sometimes doesn't take much to cause them feelings of stress or overload. People with low scores may sometimes doubt themselves, and they may worry about making mistakes or failing at something. Consequently, they like to seek support and advice from others in difficult situations, and as a result they may come across as indecisive and lacking in independence when they approach others for advice and support or have difficulty making decisions. On the other hand, the same characteristics may make them appear attentive, responsive and as people who take other people's views and opinions seriously. The ability to change previous decisions and stances after input from others may be viewed as a strength. People with low scores may find it difficult to command attention in social situations, and they may, for example, be uncomfortable speaking in front of large groups or making small talk with people they don't know.



### **Emotions** (ES1)

The Emotions sub-scale is the core of the overall Emotional Stability scale, reflecting a person's fundamental emotional stability. This is for instance expressed in the degree of confidence a person has in others, the extent to which a person agonises over decisions, whether a person worries about failure, regrets things he/she has done or dwells on things, as opposed to putting things behind him/her and moving on.



Individuals with low scores on the Emotions sub-scale are more perturbed, worried and anxious than most. They are usually attentive, but from time to time they feel and express concern about trifling matters, as well as potential and even unrealistic threats. They may feel discomfort and even fear when faced with new, unfamiliar things or situations. Those around them often perceive them as anxious, tense, apprehensive and restless, but also as committed and alert people prepared to act.

#### Temper (ES2)

The Temper sub-scale reflects a person's inclination to feel and express irritation, and indicates how easily people can be provoked into losing their temper. Other than a person's inclination to feel and express general dissatisfaction, this sub-scale also measures an individual's tendency to react with irritation, disappointment and bitterness. Please note that high scores on this sub-scale do not mean that a person walks around in a good mood, just that he or she tends not to become irritable.



Compared to most, individuals with low scores on the Temper sub-scale have a tendency to feel and express irritation, both in general and in relation to their surroundings. They tend to allow themselves to become provoked and may then lose their temper, which is expressed through frustration and irritation. This uneven temper means that they may both be perceived as moody and irritable from time to time - in particular in stressful situations - and as vivacious, colourful people who are easy to read.



# Confidence (ES3)

The Confidence sub-scale reflects the degree of basic self-confidence a person has, affecting factors such as how comfortable a person is in social situations, a person's ability to make decisions, and the way a person's decisions and opinions are conveyed to those around. This sub-scale also reflects responsiveness to other people's opinions, the scope afforded such opinions, and the influence those opinions have on the person in question.



Individuals with low scores on the Confidence sub-scale are not always convinced about their own capability, and they like to look to others for support. They are more responsive to other people's opinions, and they may worry what others will think about them, which makes them more sensitive and more easily influenced. A lack of belief in their own ability to manage problems and in their own judgement may make it difficult for them to make and communicate their decisions. These individuals may come across as a little indecisive and lacking in independence when they seek the support, advice and confirmation of those around them, although they may also be perceived as responsive and open to other people's opinions. Insecurity affects their ability to feel comfortable in social situations. They may become embarrassed and feel inferior to others, which means that others may perceive them as shy, insecure and withdrawn.

#### Self-control (ES4)

The Self-control sub-scale reflects the level of control a person has over sudden urges and desires. This sub-scale measures a person's degree of self-restraint and ability to rein in his/her impulses. Impulsiveness affects a person's tendency to act spontaneously, take risks and make quick decisions.



Compared to most, individuals with low scores on the Self-control sub-scale have a limited ability to exercise self-restraint and control their impulses. They often give in to their own desires, even when they're aware that this could have long-term negative consequences. Impulsive, spontaneous reactions may result in sudden and sometimes overly strong emotional outbursts, as well as less well-founded decisions. This can in turn lead to frustration on the part of those around them, as it may be difficult to understand what has caused the person's behaviour and/or led to his or her decision. Consequently, others may perceive individuals with low scores as volatile and whimsical, but equally well as spontaneous and flexible.



#### Stress (ES5)

The Stress sub-scale measures a person's ability to cope with stress and pressure, and the resources a person has available to deal with those situations. A person's sensitivity to stress determines the stage at which he or she reacts emotionally to those around. This provides an indication of the workload and amount of stress a person can comfortably cope with. This sub-scale also shows how a person reacts in stressful situations, and how this comes to the fore in the person's behaviour and feelings.



Individuals with low scores on the Stress sub-scale are sensitive to different forms of stress and pressure. They have a lower stress threshold and less resources available to manage stress and resolve the situations that have given rise to the stress. When these individuals are faced with stress and pressure, they may suffer a feeling of hopelessness and feel unable to deal with the situation. In these instances, they like to seek help and support, and in doing so they also become more dependent on other people. Stress and pressure take a lot of energy out of a person, and this energy then needs to be given the chance to regenerate. With the right support, even people with low scores can function in jobs that entail a certain amount of stress, but there needs to be sufficient time available for recovery and processing emotions after periods of stress and pressure.



# Extraversion (EX)

The Extraversion scale measures the degree of energy with which people interact with their surrounds, thus describing the social role they usually adopt. This scale describes the degree of sociability and the need people have to surround themselves with others. It gives an indication of how people act in social situations, and of how they are perceived by others. The Extraversion scale not only encompasses the need to adopt a prominent role and be noticed, but also whether a person actually adopts such a role. Consequently, this scale reflects the need to be the centre of other people's attention, as well as how comfortable a person feels when faced with other people's expectations. This scale also reflects the extent to which a person feels comfortable with, and is unencumbered by, other people, even among people he/she doesn't know. The core of this scale is a tendency to seek out experiences that provide stimulation, together with the person's pace of life.



Individuals with scores somewhat below the average on the Extraversion scale have a somewhat lower level of energy and need for social interaction than most. Their need to take part in social activities is not as pronounced as is the case for those with high scores, although this should not be interpreted as a dislike of hanging out and spending time with others. They generally prefer, and feel more comfortable in, smaller social gatherings. They seldom have a direct need to be the centre of other people's attention, and they seldom tend to command a lot of attention in a group. Adopting a prominent role in larger social gatherings often requires a conscious effort on their part and is a drain on their inherent resources. From time to time, they may feel the need to withdraw and take things more slowly in order to recover. These individuals are not characterised by any unusual level of activity - they are neither extremely passive nor extremely active. They usually maintain a fairly leisurely tempo, although they can step things up a gear if the situation requires.



# Social Need (EX1)

The Social Need sub-scale measures how sociable a person is. An interest in being with other people and seeking out social situations with more than one person also reflects the need to have others nearby.



Individuals with low scores on the Social Need sub-scale tend to have a limited need of social contact and are somewhat less sociable than most. They often come across as being reserved, and they are usually more comfortable on their own or together with just a few other people they know well. They seldom have a strong need of, or interest in, a lot of social interaction, and consequently they seldom seek out social situations. Large, intense social gatherings may cause these people to feel uncomfortable, and are a considerable drain on their energy. They are often happy and content with a relatively narrow network of social contacts, and consequently often come across as a bit reserved.

# Social Image (EX2)

The Social Image sub-scale describes how a person approaches social situations - if the person is more dominant and adopts a more prominent role, or is more low-key and withdrawn.



Individuals with scores somewhat below the average on the Social Image sub-scale have a limited need of being the centre of other people's attention. They prefer to remain in the background, especially in larger social settings. In particular, they do not have any particular need to command attention or adopt a prominent role in their interactions with others. This means that, compared to people with high scores, they tend to be quite sparing with their own opinions and views. Individuals with low scores prefer to be - and are usually more comfortable with just being - one of the group, rather than leading it. This does not, however, mean that they are incapable of managing situations where they have to interact with others, end up being the centre of attention, or need to lead other people - just that they seldom actively seek out these types of situations, and that such situations drain a considerable amount of their energy.



#### Pace of Life (EX3)

The Pace of Life sub-scale describes the energy level people have in their lives, and thus the degree of vivacity, vigour and liveliness they express with their pace of life. This sub-scale reflects whether a person is more comfortable with a high tempo full of activity, or a calmer, more relaxed tempo.



Individuals with scores somewhat below the average on the Pace of Life sub-scale have a somewhat slower pace of life than most. They prefer, and are usually happier with, a calm and relaxed pace of life, without too many activities. Their energy resources are neither remarkably low, nor do they have an unlimited supply of energy and vigour. They need to manage their energy resources by prioritising the activities most important to them. These people are often personally aware of the fact that their energy resources are limited, and consequently they are generally careful not to commit to too many activities or undertakings.

# Excitement-seeking (EX4)

The Excitement-Seeking sub-scale describes the need for outside stimulation, colourful experiences and excitement. This sub-scale reflects a person's need for excitement and new challenges, as opposed to being calm and satisfied with the security of familiar surrounds.



Individuals with scores somewhat below the average on the Excitement-Seeking sub-scale typically prefer a calmer, more secure life. They seek out thrilling situations and activities to a somewhat lesser extent than most. They do not have any pronounced need to constantly search for such experiences, or to take risks solely for the thrill's sake. At the same time, they do not have the same inclination to actively avoid opportunities to experience excitement - or to moderate their level of risk exposure - as people with low scores.



#### Cheerfulness (EX5)

The Cheerfulness sub-scale encapsulates the tendency to express positive feelings, such as joy, happiness and love. This is shown in the degree of cheerfulness, contentment, gaiety and emotion. People who mostly express themselves in a cheerful, relaxed manner score highly on this sub-scale, while those who are less exuberant and expressive score lower.



Compared to most, individuals with scores somewhat above the average on the Cheerfulness sub-scale usually experience and express positive feelings such as love, joy and happiness to a somewhat greater extent. They are often perceived as easy-going, pleasant, sociable, happy and easy to talk to. They find it easy to establish relationships with others, and their cheerful mood often helps lighten the atmosphere within the group. Even if they don't experience and express these positive feelings with the same frequency and intensity as those with high scores, they still convey a sense of positive energy. Naturally, if something extremely irritates them or knocks them off balance, their cheerful mood may disappear, putting somewhat of a dampener on their positive disposition.



# Openness (OP)

The Openness scale reflects the need for inner experiences, in other words emotional experiences taking place within a person. These are sometimes stimulated by external events or activities, although they are just as likely to be created by the individual himself/herself, with the help of his/her own imagination. Openness encompasses characteristics such as a lively imagination, aesthetic sensitivity, responsiveness to one's inner emotions, a love of variation, intellectual curiosity and not depending on the views and judgements of others. This scale reflects whether a person prefers variation, complexity and creativity, or if a person is more interested in specific knowledge, choosing the familiar and traditional ahead of the unexplored and unconventional.



Individuals with scores somewhat above the average on the Openness scale are open to, and have a need of, inner experiences to a somewhat greater extent than most. Even though the constant search for new experiences is not their only or strongest driving force, they take advantage of, and appreciate, opportunities to try new activities and experience new things. These individuals are seldom overly colourful or overly subdued when expressing their emotions, although they lack neither the ability nor the need to express their feelings in front of others. They are usually able to express themselves in an adequate and reasonable manner that does not cause others to feel uncomfortable or uneasy, and for their own part they are seldom unsettled by the way other people express themselves. They don't mind things that are already familiar to them, or working with tried-and-trusted methods, as this makes them feel comfortable and secure; however, they prefer, appreciate and are stimulated by venturing into the unknown and the unfamiliar. They don't require a somewhat more practical and concrete meaning to what they do, but nor do they mind if such meaning exists. These individuals often have a good sense of imagination, but it is unusual for them to completely ignore what is realistic or practically achievable. Their new ideas, and the unconventional work methods these people suggest, are often reasonable, which means that others can understand them and maintain interest in them. They occasionally like to engage in abstract, philosophical or political discussions. They reflect on new ethical, social and political ideas from time to time, and they may sometimes intellectualise just for the sake of it. In other words, they are not constantly striving to re-evaluate the world around them, but they do possess an active intellect that occasionally creates the need to question established authority, prevailing circumstances, work methods, values, norms, outlooks and political decisions.



# Imagination (OP1)

The Imagination sub-scale reflects whether a person has an active imagination or is more down to earth and focused on practical, everyday things. A person's tendency to daydream and escape from reality through abstract thought is also captured by the Imagination sub-scale.



Individuals with high scores on the Imagination sub-scale have a dynamic ability to conceptualise, and a rich imagination. They have an aptitude for developing their daydreams, and they believe that a high level of inventiveness makes life richer and more creative. People with high scores spend a lot of time creating an interesting, detailed inner world through fantasies and daydreaming. They may allow themselves to get drawn into their fantasies, in which case it may be difficult for them to focus on what is happening here and now. Others may perceive them as original and fascinating, but also as scatterbrained and removed from reality.

#### Aesthetics (OP2)

The Aesthetics sub-scale reflects a person's interest in artistic and aesthetic expression. An interest in culture is based on a need for inner stimulation, and consequently these people tend to be open to, and to seek out, activities that contribute new experiences to their inner emotional world. This sub-scale encompasses forms of expression such as poetry, music, painting and design.



Individuals with high scores on the Aesthetics sub-scale are very interested in, and attach a great amount of importance to, aesthetics and artistic expression, and they satisfy their need for emotional stimulation by seeking out these types of activities and forms of expression. They are readily moved by aesthetics, poetry, art and design, and they allow themselves to be completely consumed by both art and music, deeming them to be of great importance. These people do not need to have an artistic bent, a talent for music or good taste themselves, since their interest in the arts is driven by the emotional experiences these forms of expression create. Those around them often perceive them to be mindful people with good taste and sophisticated cultural interests.



# Emotional Sensitivity (OP3)

The Emotional Sensitivity sub-scale reflects how receptive and attentive people are to their own emotional state and the emotional state of those around them. This sub-scale also reflects the extent to which people perceive variations in the intensity and richness of their emotions, and how much importance they attach to those emotions.



Compared to most, individuals with scores somewhat below the average on the Emotional Sensitivity sub-scale are somewhat less receptive to, and somewhat less inclined to pay attention to, their own and other people's emotional state. This does not mean that they constantly ignore or disregard other people's or their own state of mind; rather, it is an indication that they are more frugal with focusing on and attaching importance to their state of mind and emotions, and that they do not allow such things to affect their own behaviour too often. They may perceive people with high scores as dramatic and a bit over-the-top in the way they express their emotions. These individuals may have an intentional reason for not showing their emotions, or it may just be a case of them finding it difficult to show their feelings, even if they would like to do so. Others often perceive these people as a little thick-skinned and unfeeling.

# Experiences (OP4)

The Experiences sub-scale indicates how willing people are to try new activities in order to stimulate their inner emotional world. The search for inner experiences means that certain people are more open to all new experiences on offer, while others prefer to stick to what they know, and do not need as much emotional stimulation.



Compared to most, individuals with low scores on the Experiences sub-scale do not have as great a need of emotional stimulation; quite simply, they do not need as many new experiences in order to feel satisfied. Consequently, the constant search for emotional stimulation through new experiences is not their strongest driving force. This normally shows itself in the way they prefer their familiar, tried-and-trusted routines, rather than the untested and unknown. Others may perceive people with low scores as set in their ways and unwilling to embrace progress and innovation, although they are usually very efficient in what they do, since they expend very little of their energy on seeking new experiences. They themselves may find change to be a challenge, and they may sometimes avoid situations where they will be faced with change or new challenges, and the stress this causes them to feel.



#### Mindset (OP5)

The Mindset sub-scale reflects the degree of intellectual curiosity. This sub-scale also indicates how receptive people are to new and sometimes unconventional ideas, and their willingness to consider them. Intellectual curiosity is expressed through abstract, philosophical discussions, theoretical reasoning and other activities that stimulate the person's intellect.



Compared to most, individuals with scores somewhat below the average on the Mindset sub-scale have a somewhat more limited level of intellectual curiosity, and are somewhat less interested in intellectual activities. They seldom mind spending time on activities that provide them with intellectual stimulation, but they do not have the same need to do so as people with high scores. They are not unreceptive or unprepared to re-evaluate and consider phenomena through theoretical discussions and abstract reasoning, but ideally they like to see a connection to something concrete and realistic. Consequently, spending time on intellectual activities or generating unconventional ideas just for the sake of it is not something they prioritise or attach much value to.



# **Profile overview**

