



## Score sheet profile

John Doe

28/02/2023

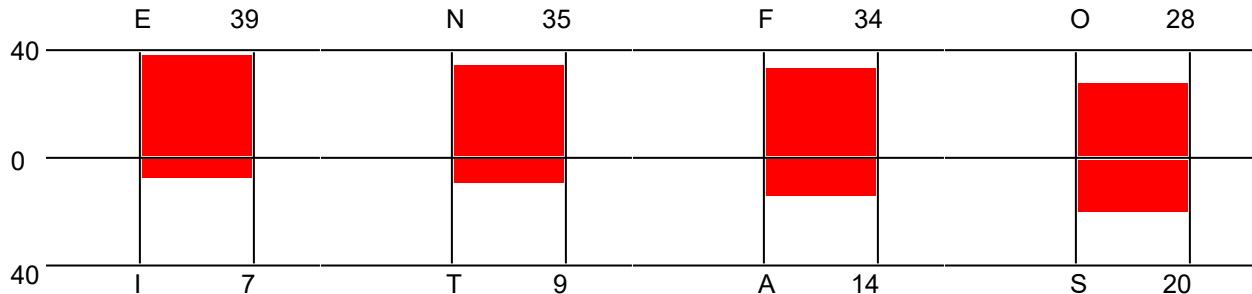
Client: Leonardo3.4.5 - Intercom  
Project: Découvrez vos préférences au travail

Profile established by



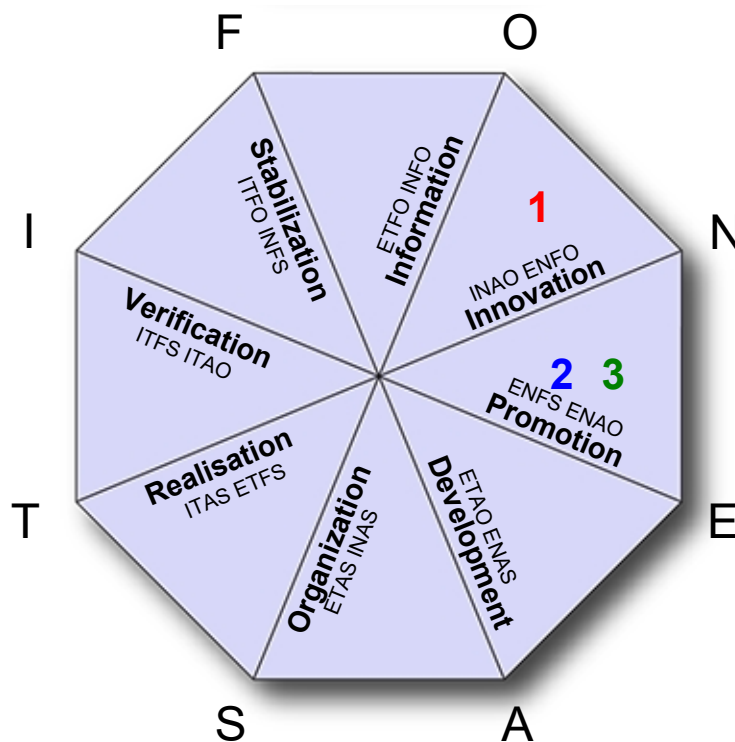
## SCORES

### Raw Scores



### Net Scores

E	32	N	26	F	20	O	8
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#### Interpersonal relationships:

E = Extrovert  
I = Introvert

#### Information processing:

N = coNceptual  
T = praTical

#### Decision making:

F = Feeling  
A = Analytical

#### Organisation of work:

O = Open  
S = Structured

### Scaled Preferred Functions

1.	ENFO = 136	5.	ENAS = 108	9.	ETAO = 90	13.	INAS = 76
2.	ENFS = 128	6.	INFO = 104	10.	INAO = 84	14.	ITFS = 70
3.	ENAO = 116	7.	ETFS = 102	11.	ETAS = 82	15.	ITAO = 58
4.	ETFO = 110	8.	INFS = 96	12.	ITFO = 78	16.	ITAS = 50

Function INNOVATION Permutation ENFO(M)

**CREATIVITY**

Expressing through paradigm shift



Expressing through optimisation and fine-tuning of details

**STRATEGIC THINKING**

*Instability / Long term - Stability / Short term*

Towards changes  
Foreseeing the future



Maintain as is  
Enjoying the present

*Decentralisation / Process - Centralisation / Product*

Curiosity  
Openness  
Flexibility  
Go with the flow  
Trust



Decision  
Conclusion  
Organization  
Structure  
Control on

*Focus/Consensus*

Justice, objective  
Impersonal, critical



Harmony, subjective  
Personal, compliment

**TIME AND GOALS**













Term







Discovery

Function **INNOVATION** Permutation **ENFO(M)**


















**PREFERED INCLINATIONS**



Opportunity			Deadline/Time planning
Adaptation			Stick to decision made
Many projects			Pragmatism, concrete
Mind model			Execution
Conceptual/political aspects			Values/feelings
Risk taking			Maintaining the assets

**COMMUNICATION**

Social			Secretive
Public			Intimacy
Many relationships			Few relationships


**CONTRIBUTION TO QUALITY**

	1	2	3	4	5	6	7	8	9	10
Client relations										
Statistical analysis of non-compliance										
Conceptual error										
Problem solving										

 Basic values 4-6  
 Potentials

Function **INNOVATION** Permutation **ENFO(M)**

**STRENGTHS**

 Basic values

 Potentials

	1	2	3	4	5	6	7	8	9	10
Proactive and responsiveness										
Making difficult decisions										
Make concession if his worldview is jeopardized										
Active listening										
Empathy										
Actively care of team's needs										
Lead to get things done										
Prefer to delegate the hands-on of detailed operation										
Scrutinize administrative and routine tasks										
Believe people can manage themselves										
Monitor staff very tightly										
Communicate organization's expectations effectively										
Stand out from peers in organizational challenges	motivated in situations of personal challenge if the activity is in accordance with his value system									

4-6

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