

Step 1: What is their Natural Behavioural Style?	Step 2: What is their Adjusted Style?
Step 1: Describe this style	Step 2: Describe this style
Step 2: Adjusted Behaviour: Compare Profile I with Profile II - which dimensions are they emphasising and which ones are they deemphasising? Why might this be? Is there a drop in C or S? What does this mean?	
Step 3a: Motivators, Demotivators, Strengths and Development Areas	
Step 3b: Look at the Flexibility Diamond and talk about energy / comfort zones.	
Step 4: Can you see any special cases? What discussion points do they lead you to?	
Step 5: Are there any questions relating to their expressed emotions (see the final page of their report) that they relate to or might want to discuss further?	
Are there any identifiable sources of stress that you can discuss and potentially alleviate?	