

<b>Step 1: What is their Natural Behavioural Style?</b>	<b>Step 2: What is their Adjusted Style?</b>
<b>Step 1: Describe this style</b>	<b>Step 2: Describe this style</b>
<b>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?</b>	
<b>Step 3a: Motivators, Demotivators, Strengths and Development Areas</b>	
<b>Step 3b: Look at the Flexibility Diamond and talk about energy / comfort zones.</b>	
<b>Step 4: Can you see any special cases? What discussion points do they lead you to?</b>	
<b>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?</b>	
<b>Are there any identifiable sources of stress that you can discuss and potentially alleviate?</b>	