

PEOPLE COMPATIBILITY AND WORD BEHAVIOR CHARACTERISTICS:

| Styles | Excellent | | Good | | Fair | | Poor | |
|--------|-----------|-----|------|---|------|---|------|---|
| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| D - D | | | P | | W | | | |
| D - I | | | P | | | W | | |
| D - S | W | | | | | P | | |
| D - C | | | | | W | | | P |
| I - I | P | | | | | | W | |
| I - S | W | | | | P | | | |
| I - C | | | W | | | | | P |
| S - S | P | | W | | | | | |
| S - C | | P W | | | | | | |
| C - C | P | | W | | | | | |

P ----- Personal Relationships

W ----- Work Tasks

1 ----- Best Possible

8 ----- Poorest Possible