

# Descriptions

## Thinking Style Definitions

- **Externally Oriented** - Refers to someone who turns to others for information.
- **Internally Oriented** - Refers to using your own thoughts as a resource rather than the thoughts of others.
- **Realistic** - Indicates someone who needs tangible and observable information.
- **Imaginative** - Indicates someone who enjoys working with symbols and intangible things.
- **Thought Guided** - Indicates someone who seeks information using logic and analytical reasoning for needed facts.
- **Feeling Guided** - Indicates someone who will evaluate things based on how they feel and their values.
- **Conservative Thinking** - Indicates someone who is highly organized and predictable.
- **Innovation Seeking** - Indicates someone who chooses creativity and is not afraid of taking risks.

## Behaviour Style Definitions

- **Withdrawing** - Refers to someone who lacks a lot of emotion and can be on their own.
- **Outgoing** - Refers to someone who seeks social stimulation and pursues many interests.
- **Anxious** - Indicates someone who is sensitive, who hesitates yet needs to prepare for social interactions.
- **Asserting** - Indicates one who feels confident with others around them.
- **Dissenting** - Indicates being independent and not conforming to an established system.
- **Conforming** - Indicates someone who relates to authority.
- **Yielding** - Indicates a tendency to act for others more than for themselves.
- **Controlling** - Indicates a person wanting control or dominance over situations.