



Interpretations

	Fact Finder	Follow Thru	Quick Start	Implementor
1	Simplify	Adapt	Stabilize	Imagine
3	<p style="text-align: center;">Won't</p> <ul style="list-style-type: none"> • require documentation • offer justifications • get bogged down in minutiae • need ongoing evaluation • choose the obvious solution • need to be appropriate • be tied to tradition • overanalyze • need exact comparisons • require written proof 	<p style="text-align: center;">Won't</p> <ul style="list-style-type: none"> • be rigid with plans • stay boxed in • get stuck in routines • function by rote • follow a schedule • repeat patterns • go through the motions • need a picture • act sequentially • get caught up in procedures 	<p style="text-align: center;">Won't</p> <ul style="list-style-type: none"> • go off half-cooked • be impulsive • be ambiguous • try to do too many things at once • create chaos • cause distractions • need deadlines • go against the odds • take the bait when challenged • force change and disruption 	<p style="text-align: center;">Won't</p> <ul style="list-style-type: none"> • require concreteness • need to physically demonstrate • have to see a prototype • rely on mechanical equipment • force tangible solutions • object to abstractions • rely on spatial relationships • require top-grade tools • have to build to last
4	Explain	Maintain	Modify	Restore
6	<p style="text-align: center;">Willing to</p> <ul style="list-style-type: none"> • review the data • work within priorities • give specifics • accept rank order • go with the highest probability • use terms properly • respond appropriately • review historical evidence • test analogies • review written material 	<p style="text-align: center;">Willing to</p> <ul style="list-style-type: none"> • maintain order • work within the system • follow procedures • fill in charts • adhere to the plan • stay in sequence • maintain concentration • complete when necessary • maintain classifications • utilize diagrams 	<p style="text-align: center;">Willing to</p> <ul style="list-style-type: none"> • go along with risks • participate in experiments • provide challenges • try alternatives • assist innovation • use metaphors • overcome the odds • interject spontaneously • follow another's hunch 	<p style="text-align: center;">Willing to</p> <ul style="list-style-type: none"> • work with tangible goods • use models • envision concrete examples • incorporate tactile clues • utilize protective gear • use mechanical devices • respond to space requirements • use tools & equipment
7	Specify	Systematize	Improvise	Build
10	<p style="text-align: center;">Will</p> <ul style="list-style-type: none"> • collect data • establish priorities • seek specificity • quantify and rank order • assess probabilities • define terms • determine appropriateness • provide historical evidence • create analogies • put it in writing 	<p style="text-align: center;">Will</p> <ul style="list-style-type: none"> • seek order • design systems • establish procedures • provide charts • arrange logistics • work sequentially • require focus • force closure • classify by category • diagram possibilities 	<p style="text-align: center;">Will</p> <ul style="list-style-type: none"> • take risks • promote experimentation • seek challenges • discover alternatives • create innovation • originate options • generate metaphors • defy the odds • ad lib • act on intuition 	<p style="text-align: center;">Will</p> <ul style="list-style-type: none"> • create tangible goods • build hand-crafted models • develop prototypes • handle transporting and packaging • detect solutions tactilely • provide physical protection • master mechanical devices