

### ANALYSIS

Cautious, Methodical, Precise, Thorough, Analytical, Shrewd

### EXPRESSION

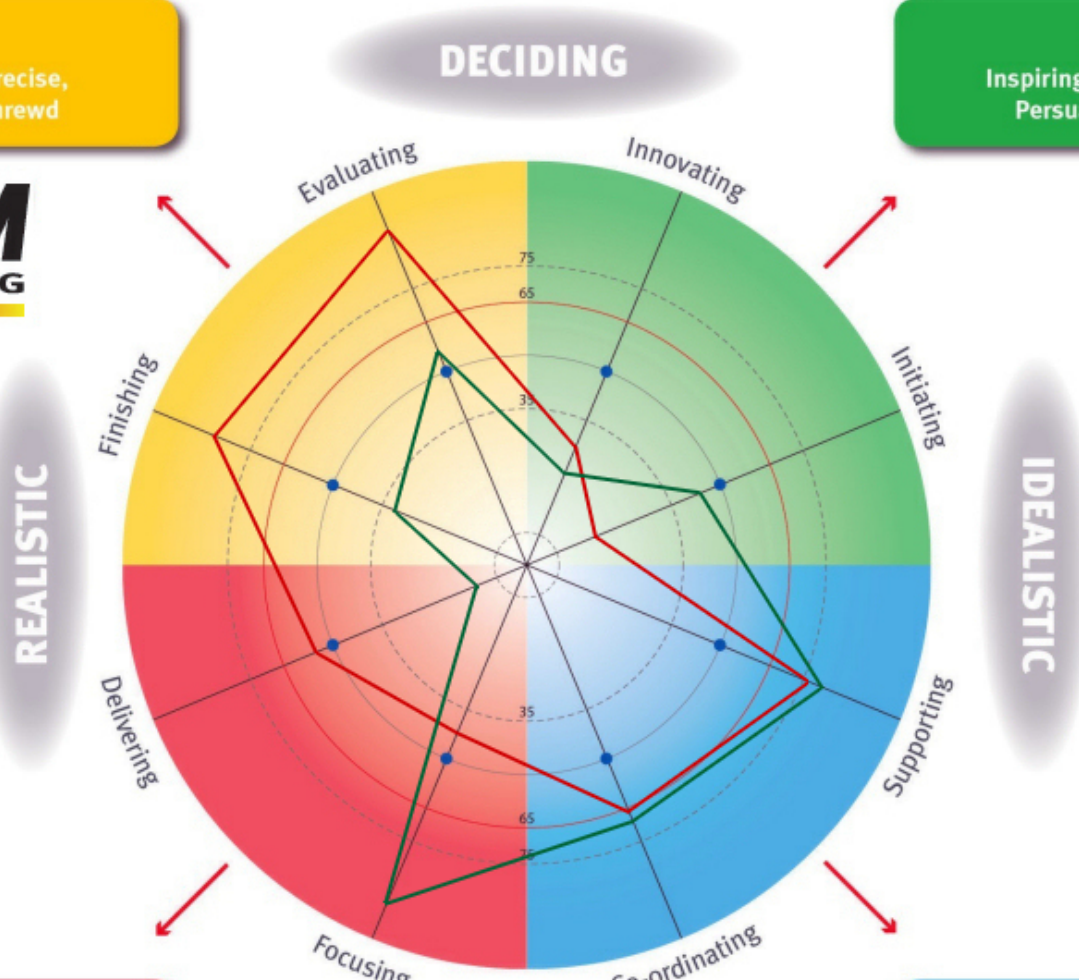
Inspiring, Creative, Imaginative, Persuasive, Optimistic, Lively

# PRISM BRAIN MAPPING

**KEY**

Adapted	—
Underlying	—
Consistent	—
Benchmark	—

	Adapted	Underlying	Consistent	Benchmark
Inn	27	19		
Init	12	44		
Sup	77	81		
Co	66	69		
Foc	42	94		
Del	55	6		
Fin	86	31		
Eval	93	56		



### QUADRANT VALUES

	Adapted	Underlying	Consistent	Benchmark
Deciding		19	32	
Expression		71	75	
Idealistic		48	50	
Stability		89	44	



**Important**  
Any profiling tool, such as PRISM, should never be used to make a recruitment or re-development decision unsupported by other techniques.

### DRIVE

Forceful, Competitive, Hard-Driving, Decisive, Demanding, Challenging

### STABILITY

Supportive, Patient, Caring, Co-operative, Dependable, Kind

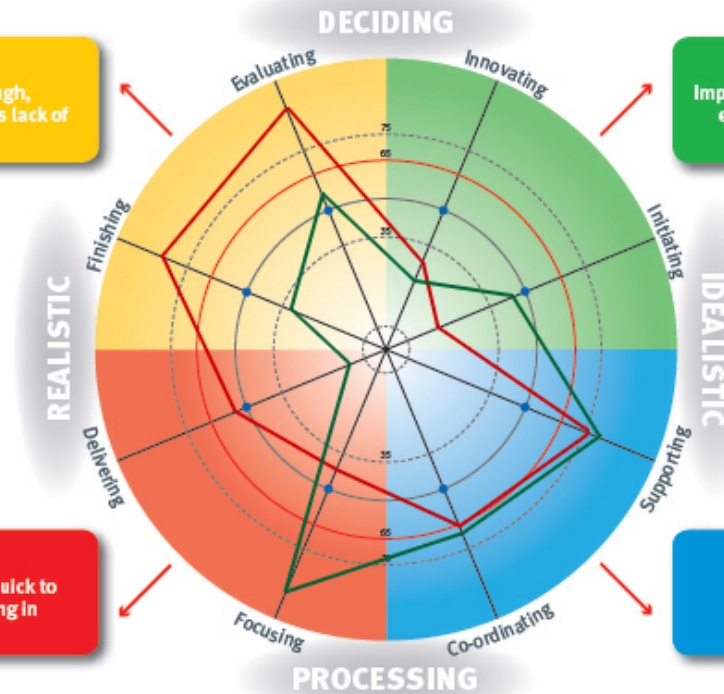
### ANALYSIS

Careful, accurate, self-contained, attentive to detail, thorough, follows rules closely and prefers to work alone, but dislikes lack of clarity, mistakes and untidiness.



### EXPRESSION

Impulsive, talkative, imaginative, entertaining, excitable, fun-loving, expressive, optimistic and enthusiastic, but dislikes routine work, planning and having to follow rules.



Candidate: Sample PRISM Select

Job or Role: Demo Pro-Select 2

Inventory Date: 28/06/2010

Quadrant Values

- 19
- 71
- 48
- 89

### DRIVE

Competitive, forceful, outspoken, challenging, impatient, quick to anger, takes risks, pushy and decisive, but dislikes not being in charge and being told what to do.

### STABILITY

Kind-hearted, caring, considerate, gentle, patient, co-operative, likes routine, reliable, supportive and unassertive, but dislikes conflict, change and making tough decisions.

Importance	Behaviour dimension	Job/Benchmark vs Actual	Match	Comments – The candidate's preference for:
Potentially counter-productive	Innovating	19	27 Strong Match	The candidate's preference for creativity, imagination, abstract thinking, innovation, and the generation of new ideas appears to be a strong match with the agreed benchmark for this behavioural dimension.
Unhelpful or Not relevant	Initiating	44	12 Likely Mismatch	The candidate's preference for initiating contacts, networking, persuading others, selling ideas and juggling several tasks at the same time appears to be a likely mismatch with the agreed benchmark for this behavioural dimension.
Very important	Supporting	81	77 Strong Match	The candidate's preference for putting people at ease, building team spirit, mediating conflict, being empathetic and caring for others appears to be a strong match with the agreed benchmark for this behavioural dimension.
Important	Coordinating	69	66 Strong Match	The candidate's preference for working co-operatively, seeking consensus, enabling others to take part and consulting others appears to be a strong match with the agreed benchmark for this behavioural dimension.
Critical for excellence	Focusing	94	42 Mismatch	The candidate's preference for being forthright and outspoken, taking tough decisions and working in an aggressive environment appears to be a mismatch with the agreed benchmark for this behavioural dimension.
Potentially counter-productive	Delivering	6	55 Likely Mismatch	The candidate's preference for taking charge, being assertive, meeting tight deadlines, working independently and being driven by a need to win appears to be a likely mismatch with the agreed benchmark for this behavioural dimension.
Potentially counter-productive	Finishing	31	86 Mismatch	The candidate's preference for paying attention to details, delivering quality and accuracy, being good at follow through and following procedures appears to be a mismatch with the agreed benchmark for this behavioural dimension.
Occasionally useful	Evaluating	56	93 Likely Mismatch	The candidate's preference for checking large amounts of complex data, analysing information, evaluating options and making dispassionate judgements appears to be a likely mismatch with the agreed benchmark for this behavioural dimension.