

Reactive Stimulator (RS)

Frank's Sample Team



Hypothetical Analyzer

12/7/2005

Copyright 2002, Professional Communications Inc. All Rights Reserved.

# SECTION 1

## GROUP PROFILES

This section contains various graphics that represent the team as a whole. These include:

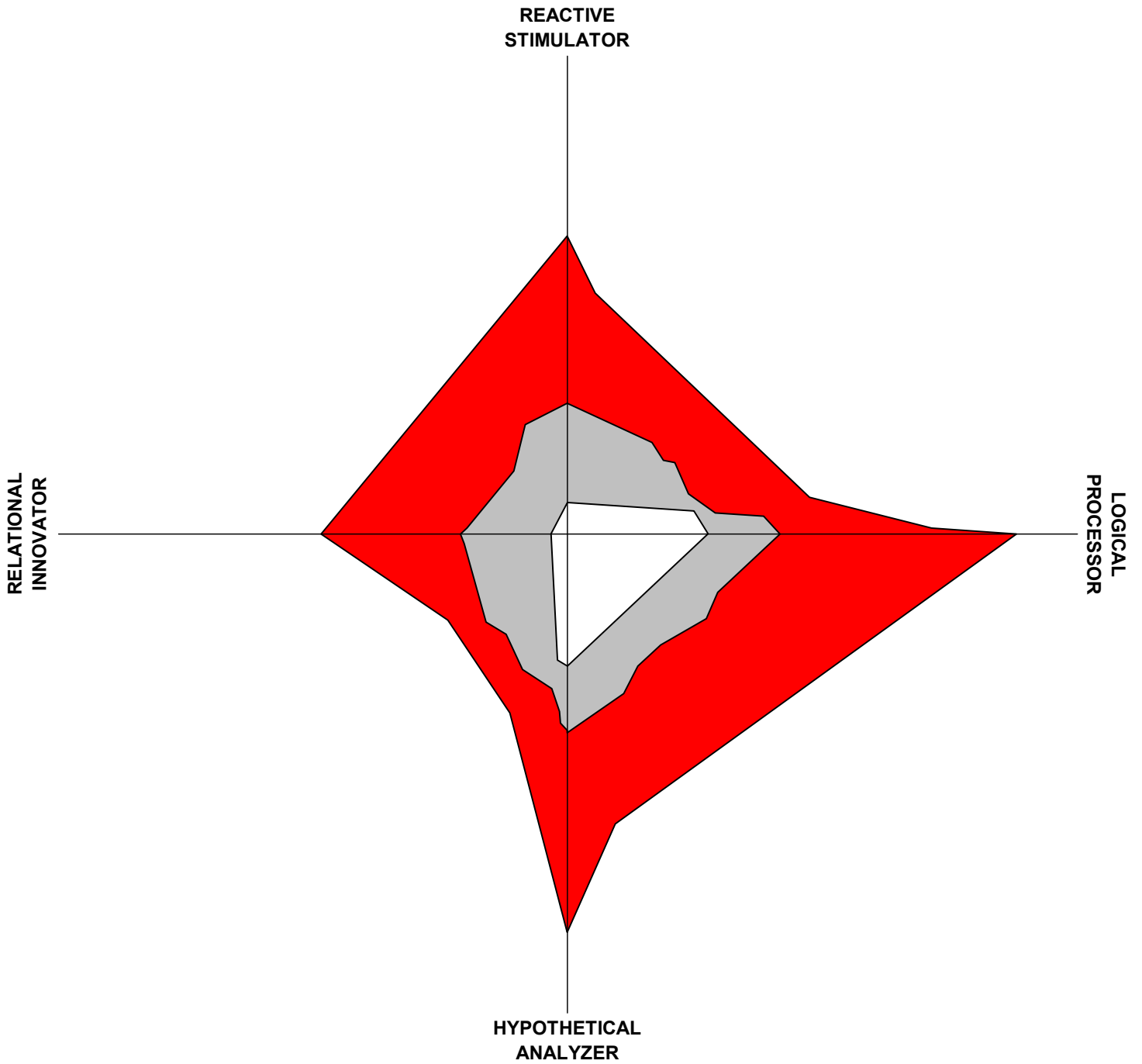
- 1) **Group Profile:** This shows the consensus (white), majority (gray) and total range (red) characteristics of the group.
- 2) **Centroid Profile:** This “Chicken Pox” profile includes the same information as on the Group Profile. It also includes the plotted centroid position for all of the people in the group.

The program adjusts for centroid positions that overlap. The overlapping centroids are shifted to lie beside each other. Accuracy is sacrificed to insure centroid visibility for all group members.

- 3) **Leader Pull:** This displays the leader superimposed on the group profile calculated without the leader. The blue area represents the areas where the leader has more strength than the group. The leader is likely to attempt to “pull” the group in these directions.

The leaders profile cuts across the gray (majority) area and shown as a blue line. The part of the majority that lies outside of the leader profile is where the group has more strength than the leader. It is likely that the leader will attempt to restrain group inclinations in this direction.

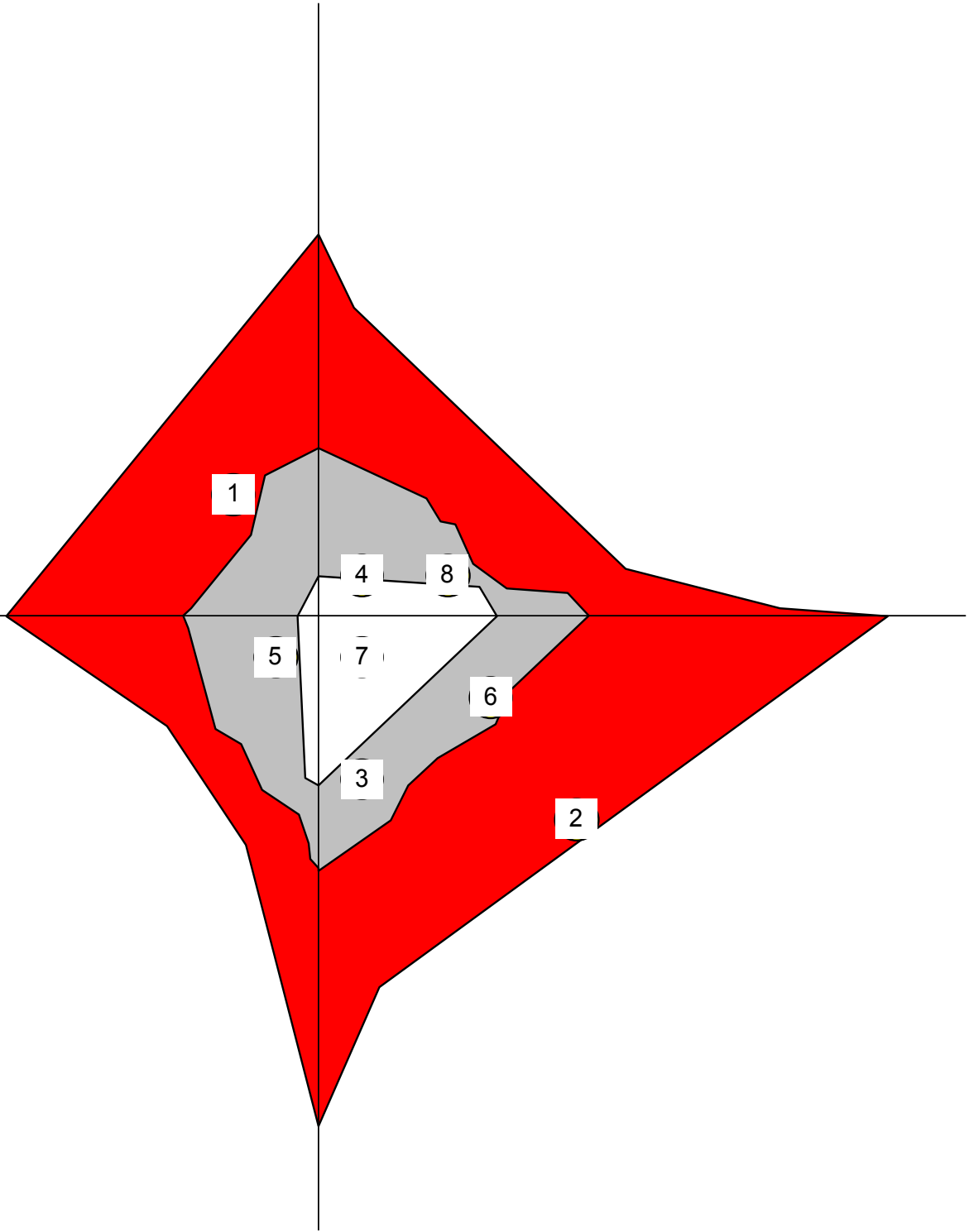
The percentages are the amounts that the leader exceeds the group majority. Thus, 200% would indicate that the leader is twice as inclined than the group in that direction.



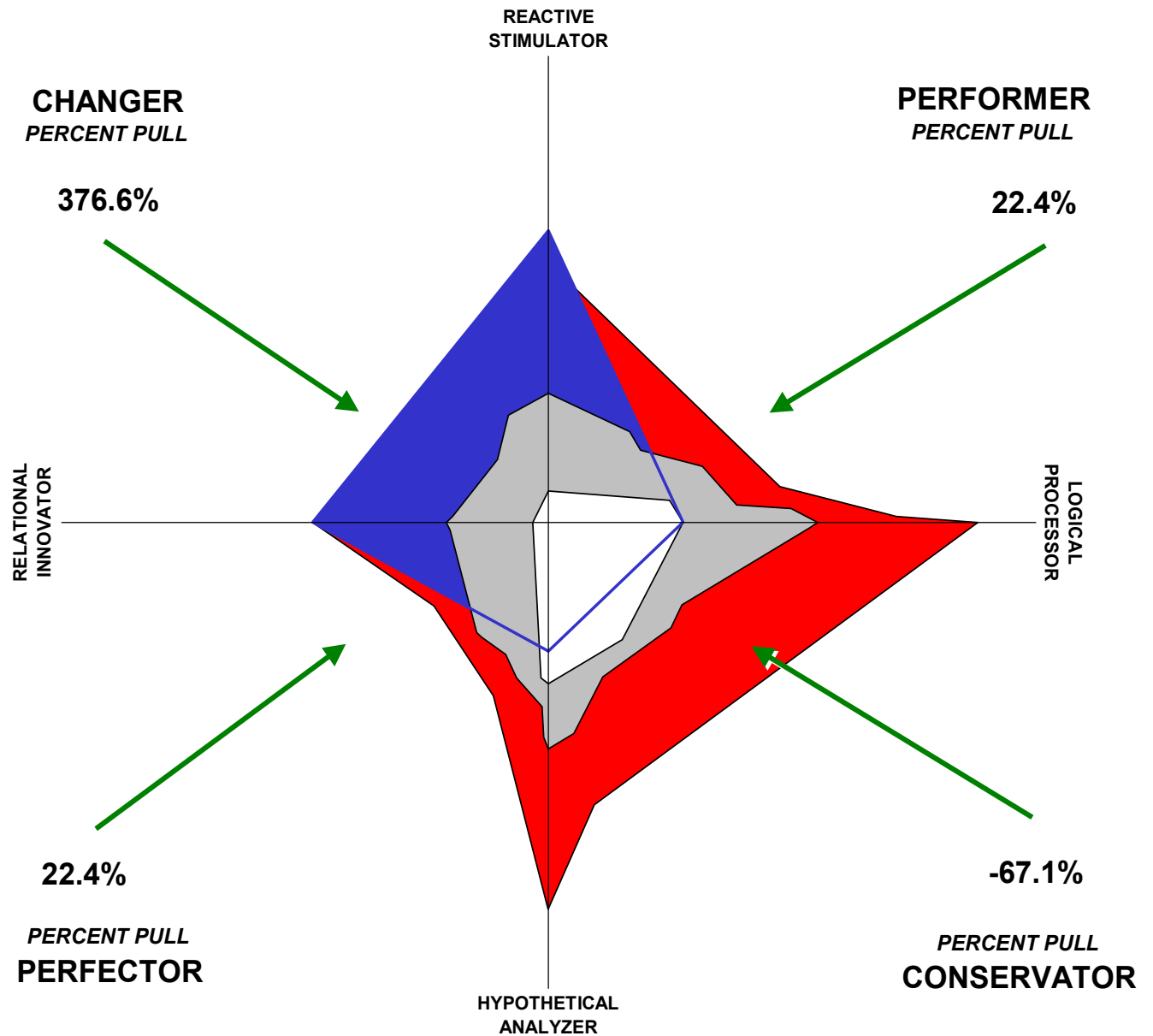
# GROUP PROFILE

## KEY

- 1 Frank
- 2 Jennifer
- 3 Svetlana
- 4 Ranae
- 5 Jay
- 6 Shannon
- 7 Robert
- 8 Matt



# CENTROID PROFILE



# LEADER PULL

# SECTION 2

## MOUNTED PROFILES

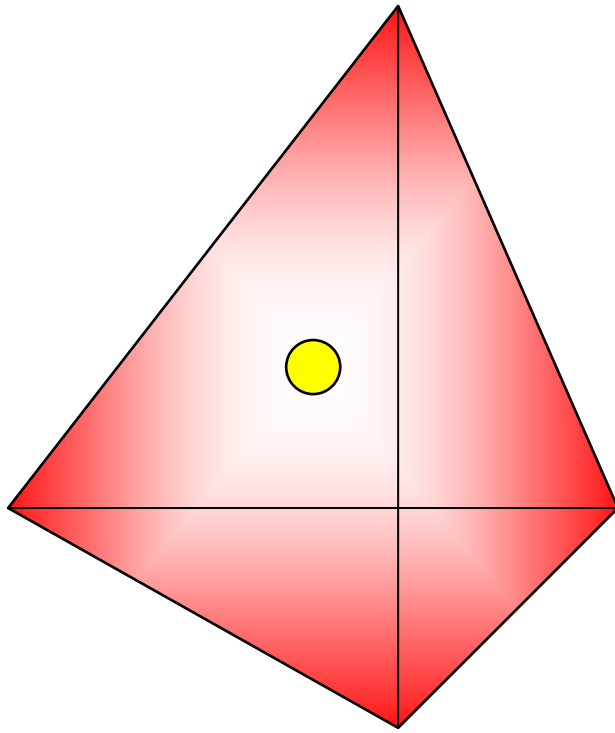
This section contains colored individual profiles. They are set up to be used as “tent” place cards.

The profile and name are independent objects (in Microsoft Word). They can be copied and moved separately for easy incorporation into other materials (e.g., mounted profiles).

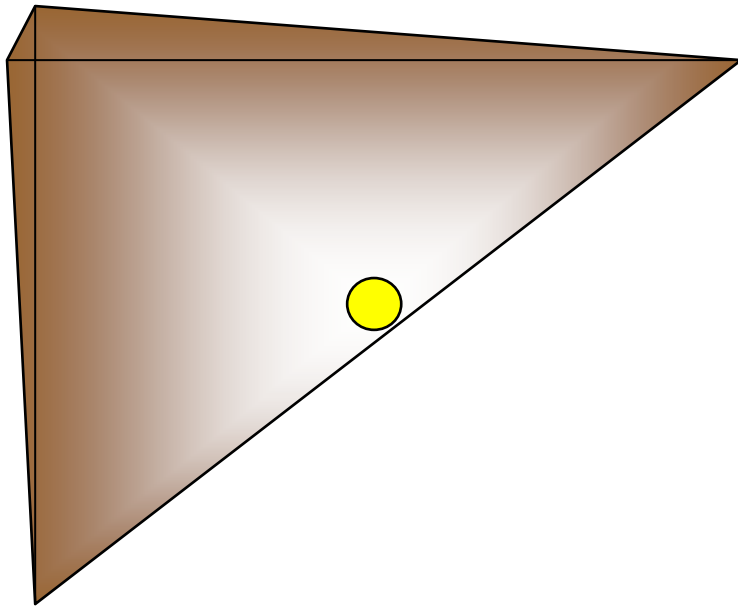
The colors of the mounted profiles are arbitrary. Even people with the same profiles are different. “I Opt”<sup>®</sup> only looks at general information processing strategy. The content processed within that strategy is highly individual. Among the things that can contribute to different content contributions are:

Education	Gender	Life experience	Social environment
Position	Age	Geographic origin	Family circumstances

These and many other aspects of a person are transmitted through the medium of a strategy (*e.g., level of detail, speed, action vs. concept, etc.*). The strategic posture is important because it is the consistent filter through which these content items are expressed and interpreted.

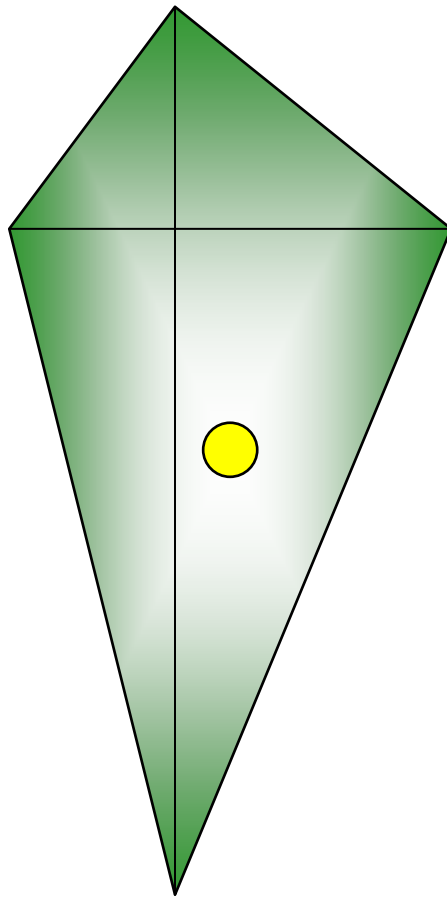


**Frank**

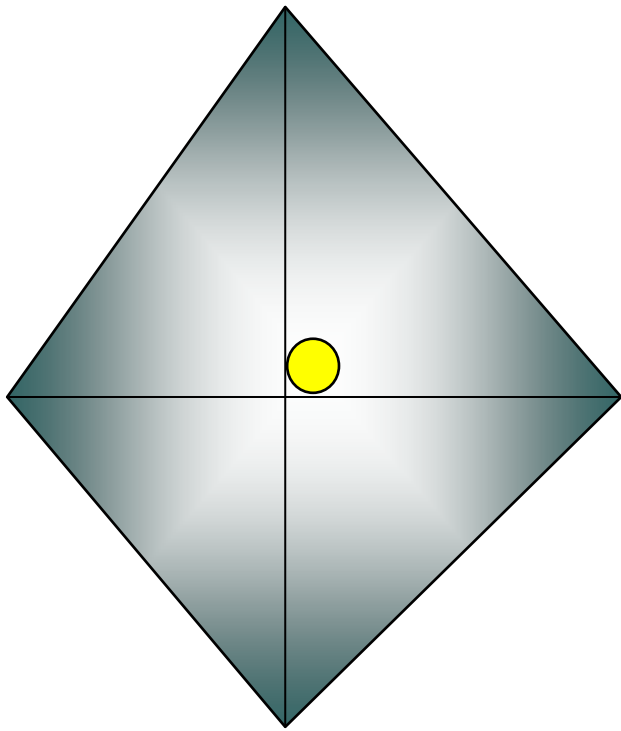


**Jennifer**

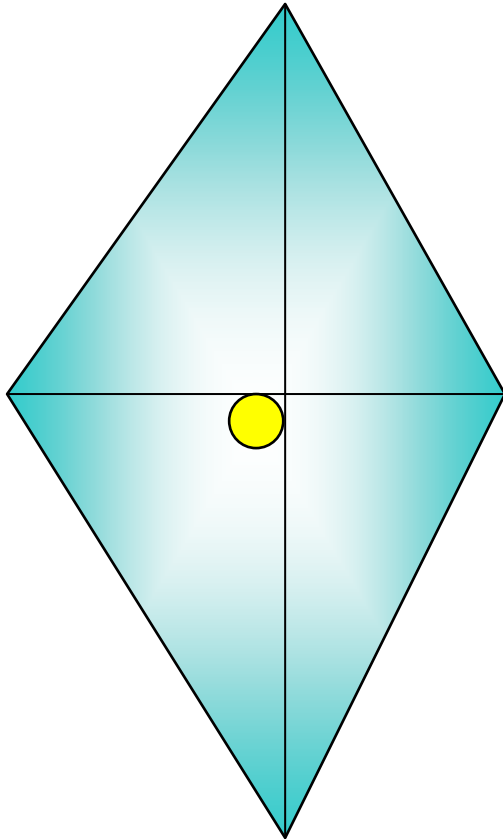




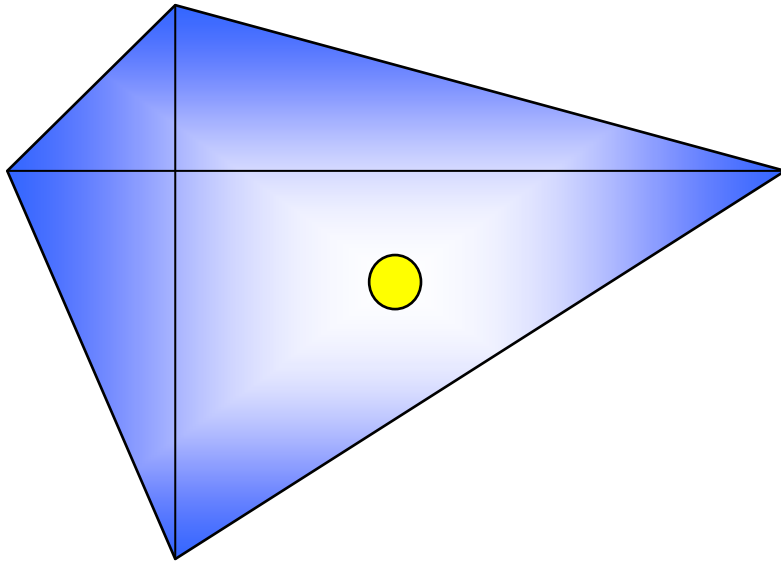
**Svetlana**



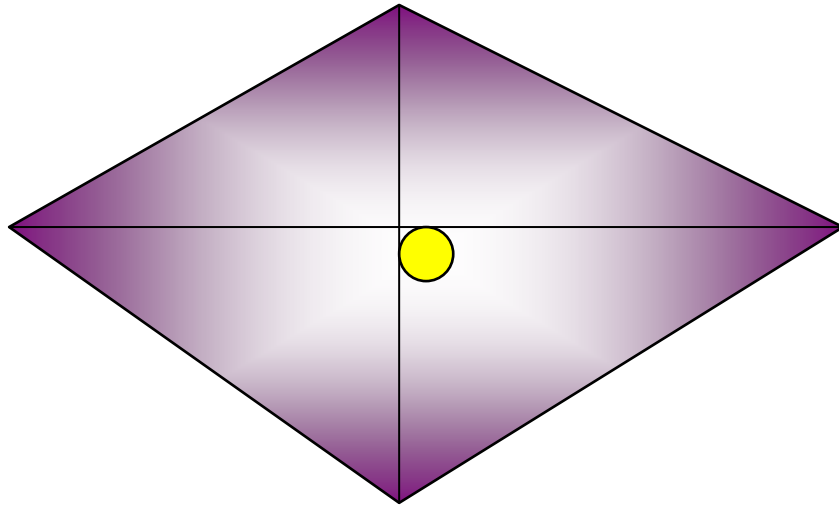
**Ranae**



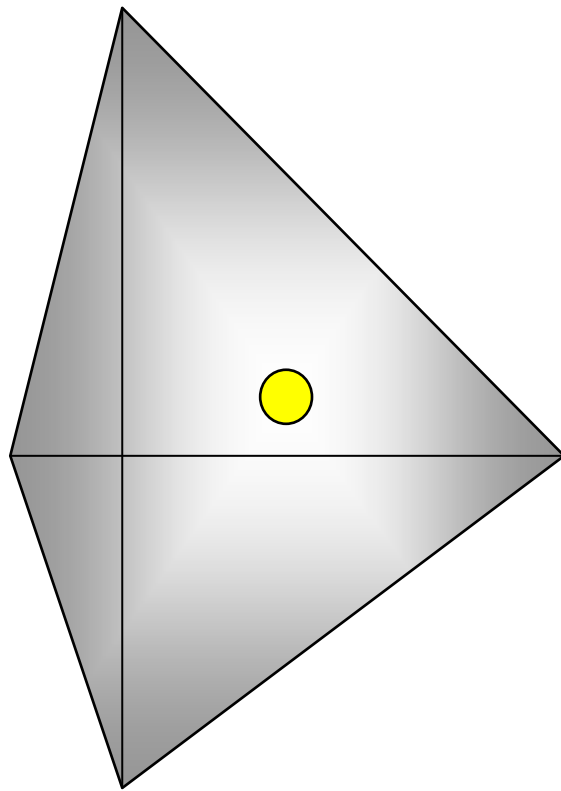
**Jay**



**Shannon**



**Robert**



**Matt**

# SECTION 3

## TRANSPARENCY PROFILES

This section displays the profiles of each team member. The scaling is setup for transparencies.

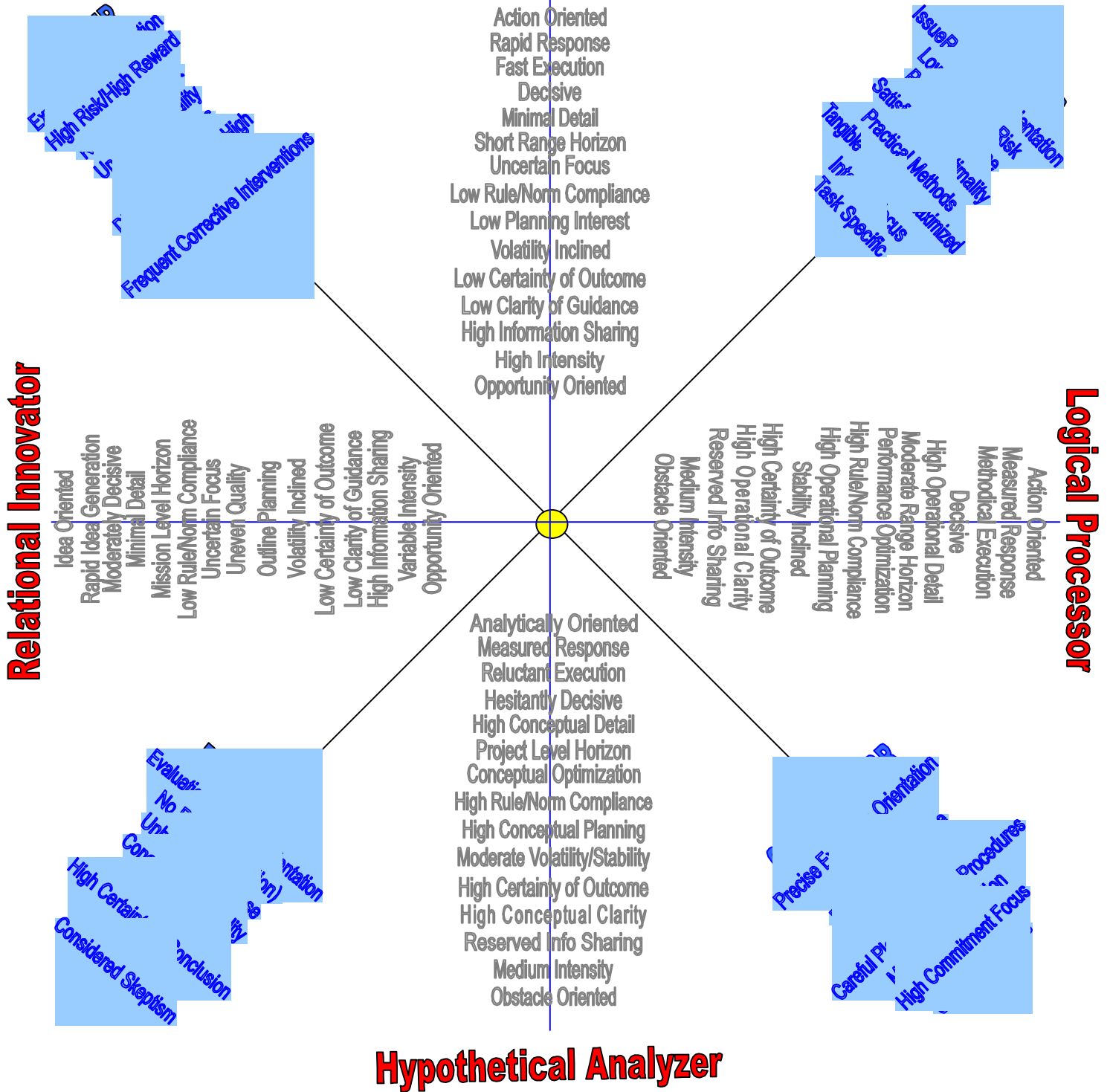
Transparencies can be useful in showing how strategic profiles interact to produce predictable behavior. One method of doing this is to place the “I Opt” Snowflake (next graphic) on a table. Then have two or more people place their transparencies on top of it. The area where the two profiles overlap will describe their joint tendencies.

The individual transparencies can also be placed on top of the Composite Group Profile (previous section). This can be useful in giving a perspective of how a person “fits into” the group.

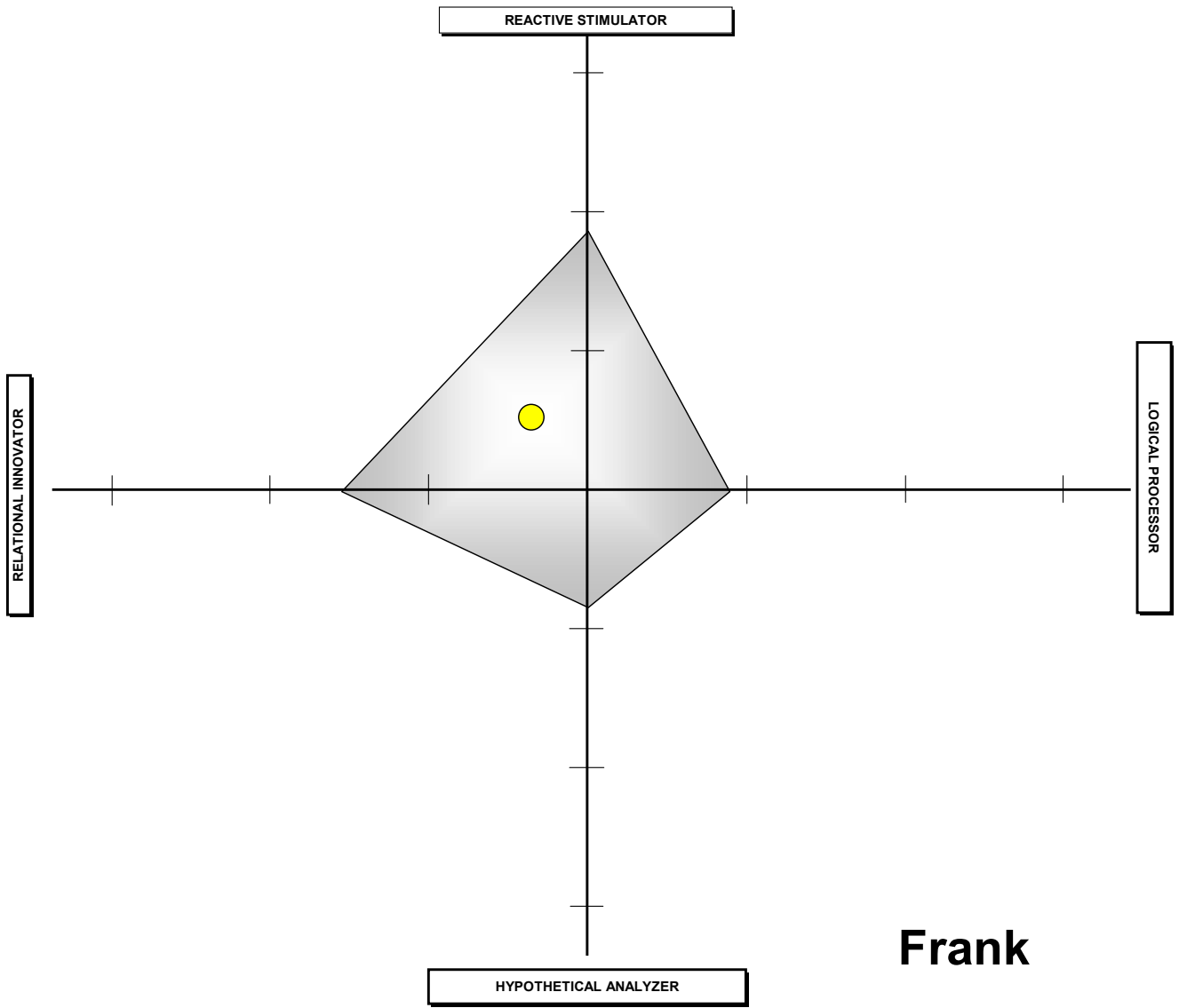
# "I OPT"™ SNOWFLAKE

## PRINCIPLE CHARACTERISTICS OF STRATEGIC STYLES AND PATTERNS

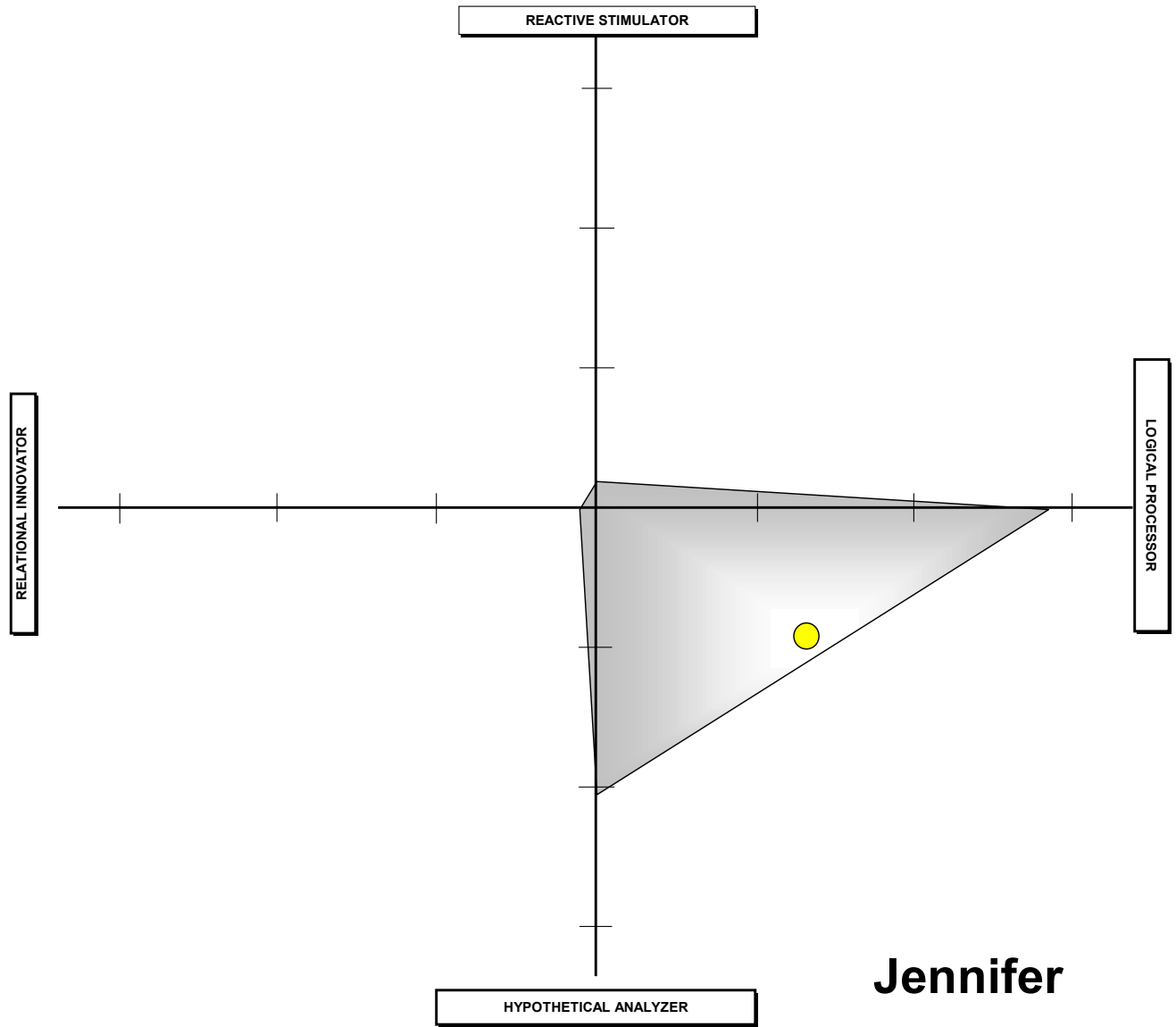
### Reactive Stimulator (RS)

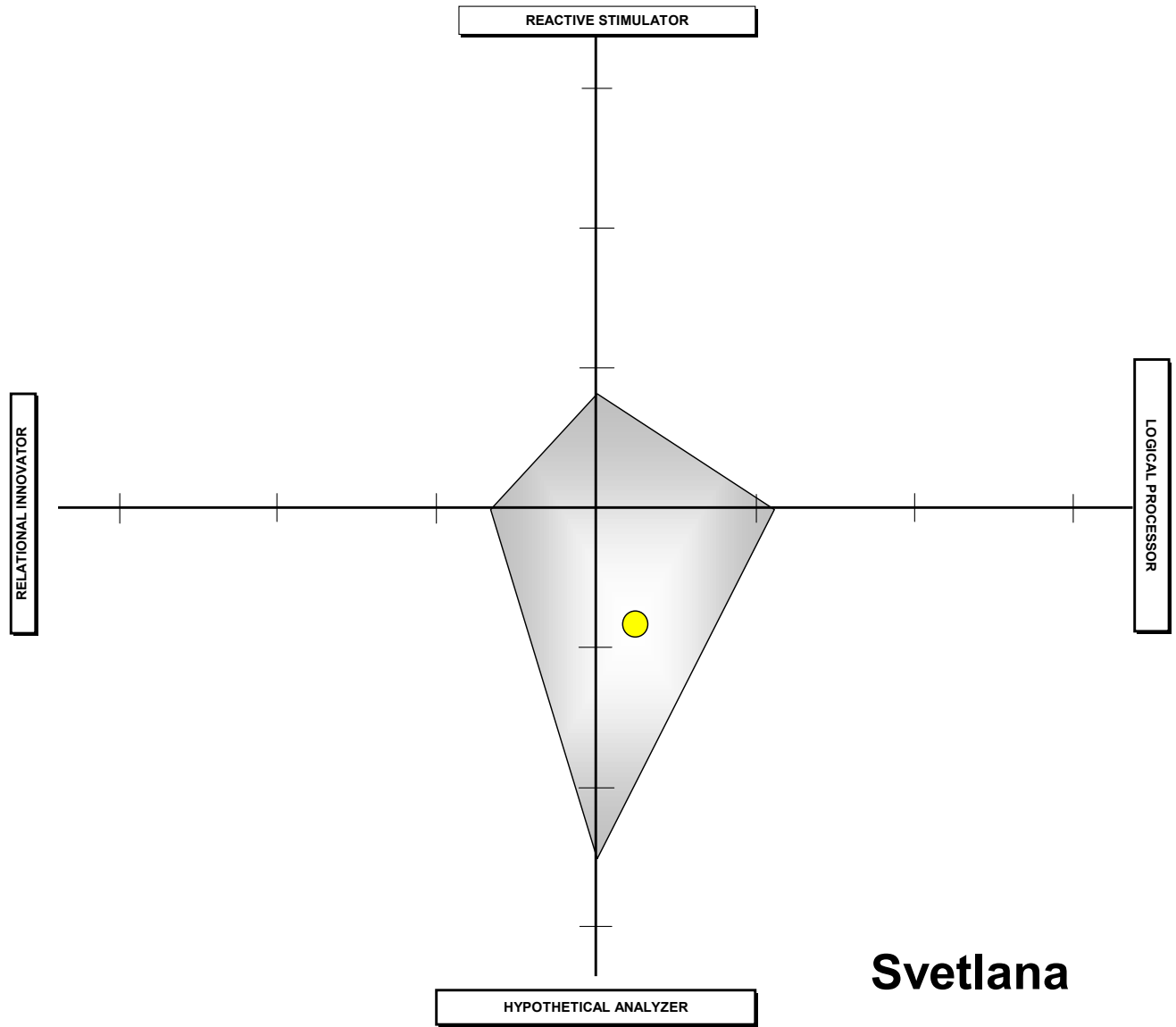




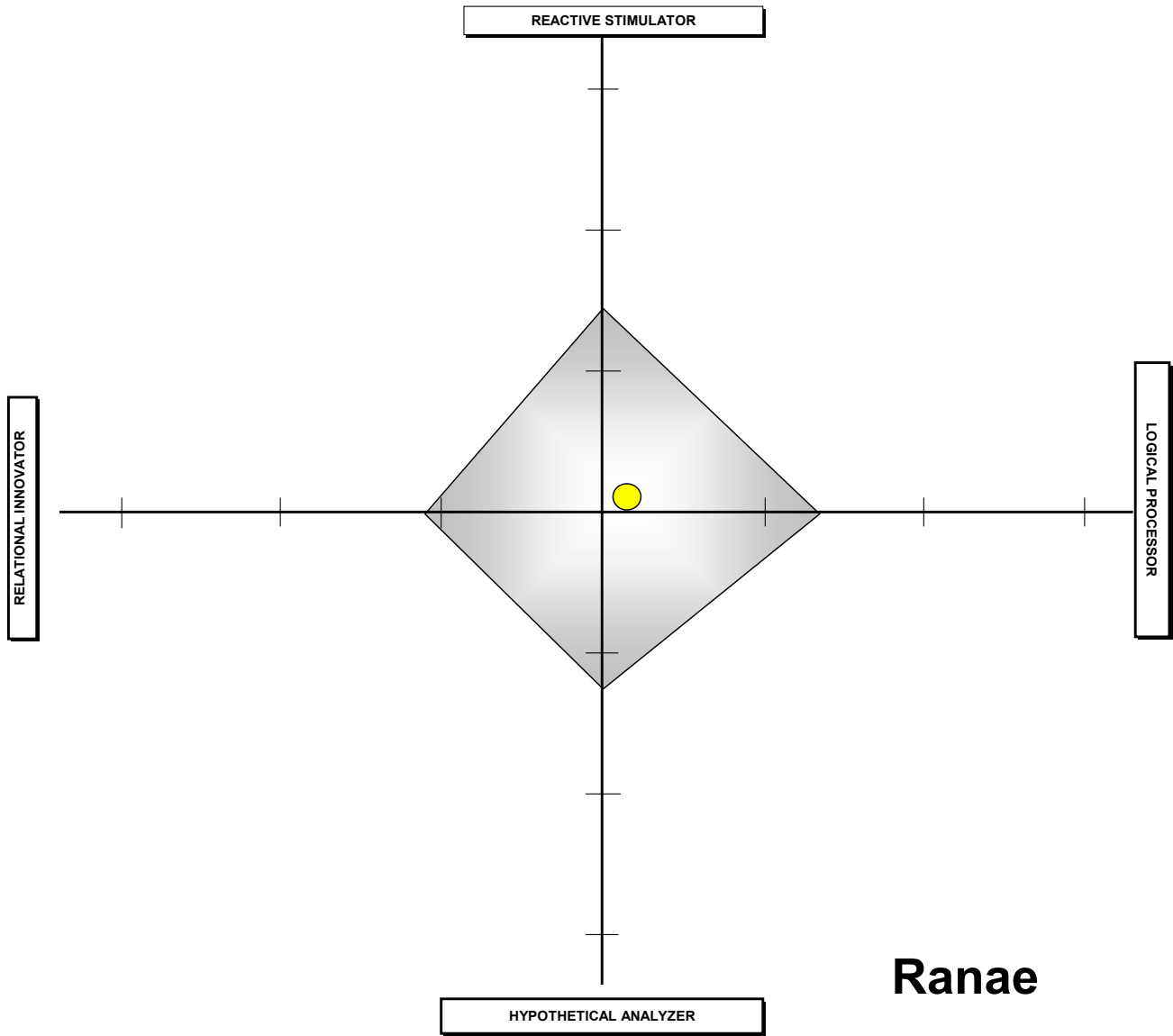


**Frank**

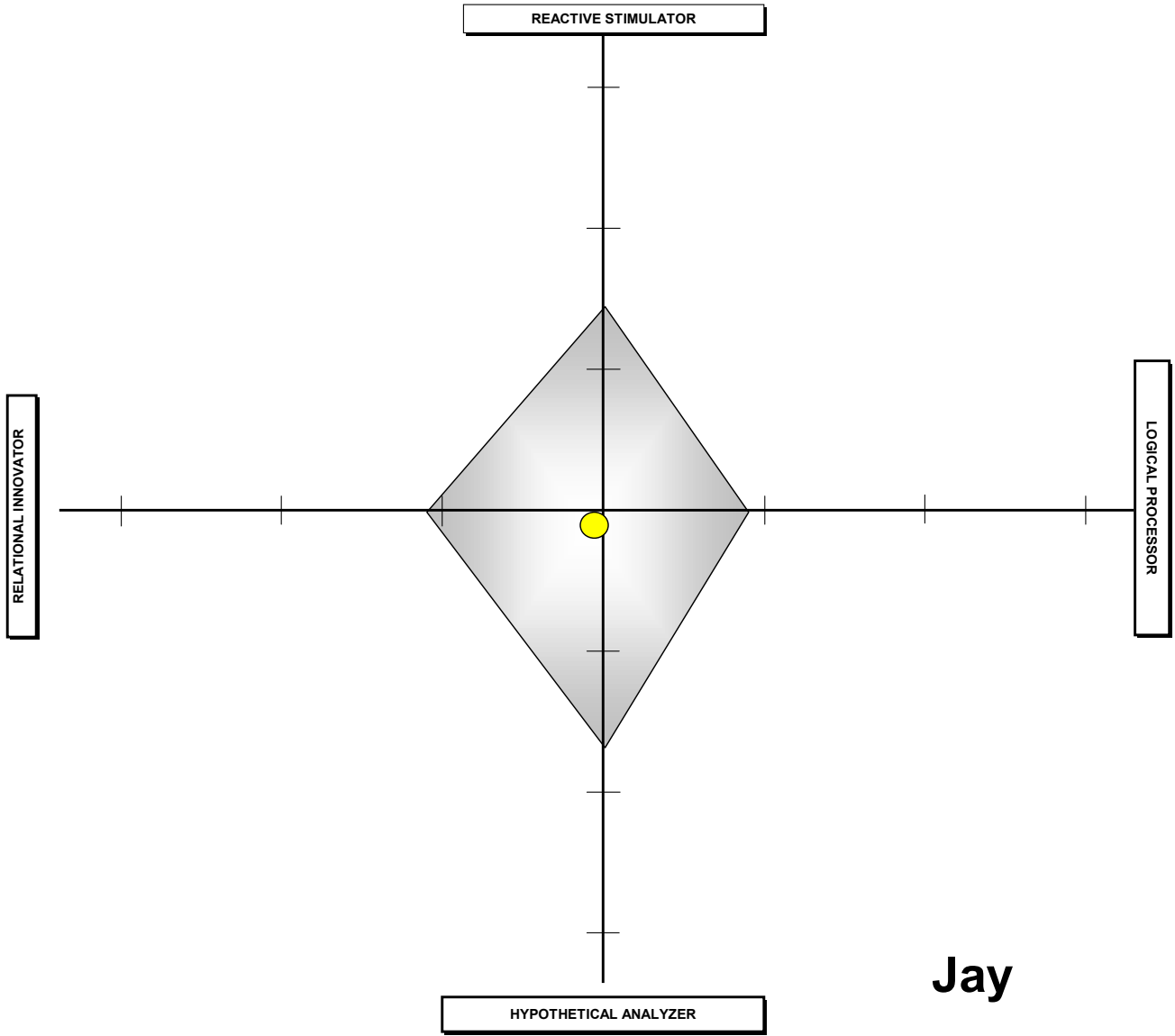




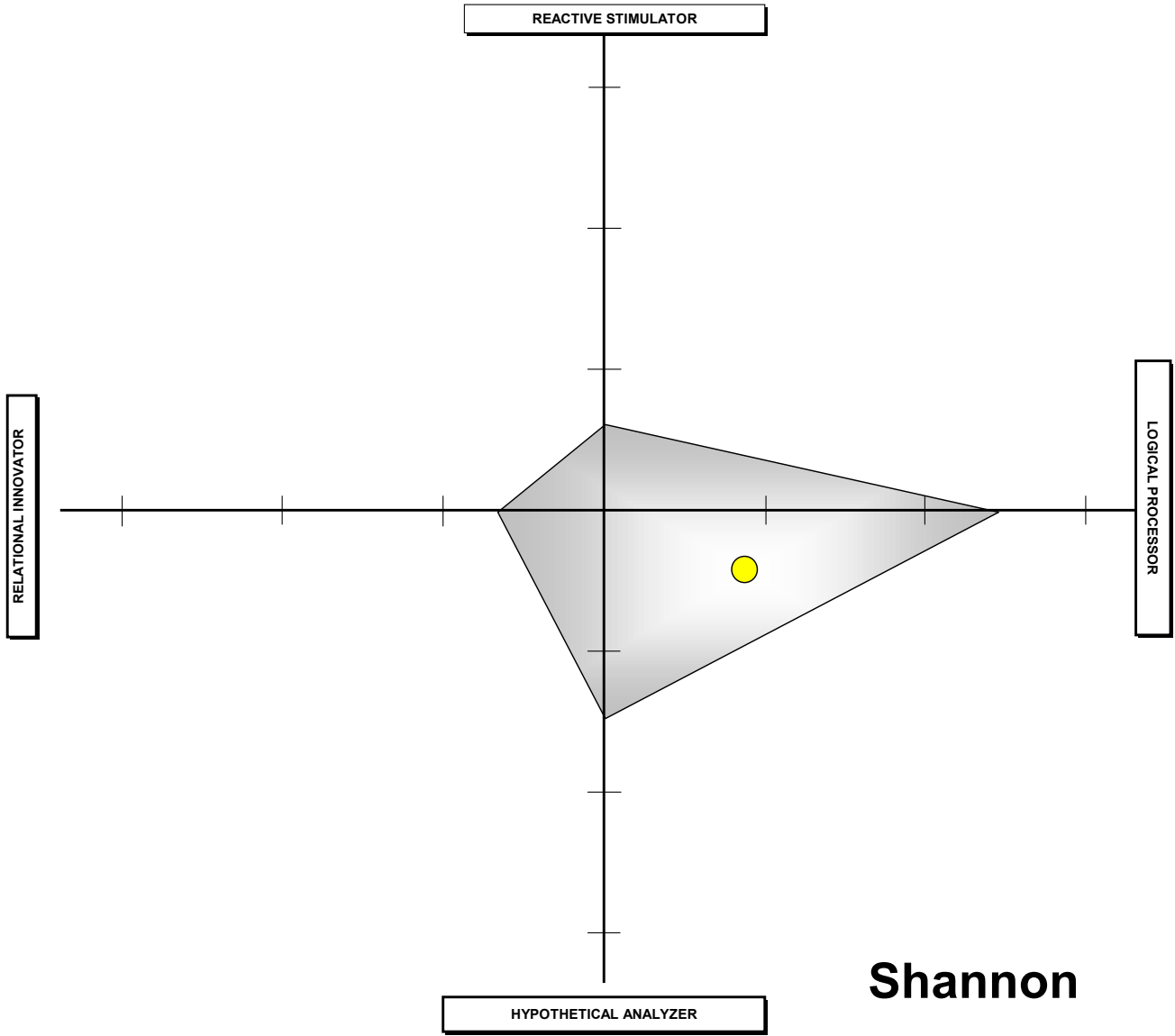
**Svetlana**

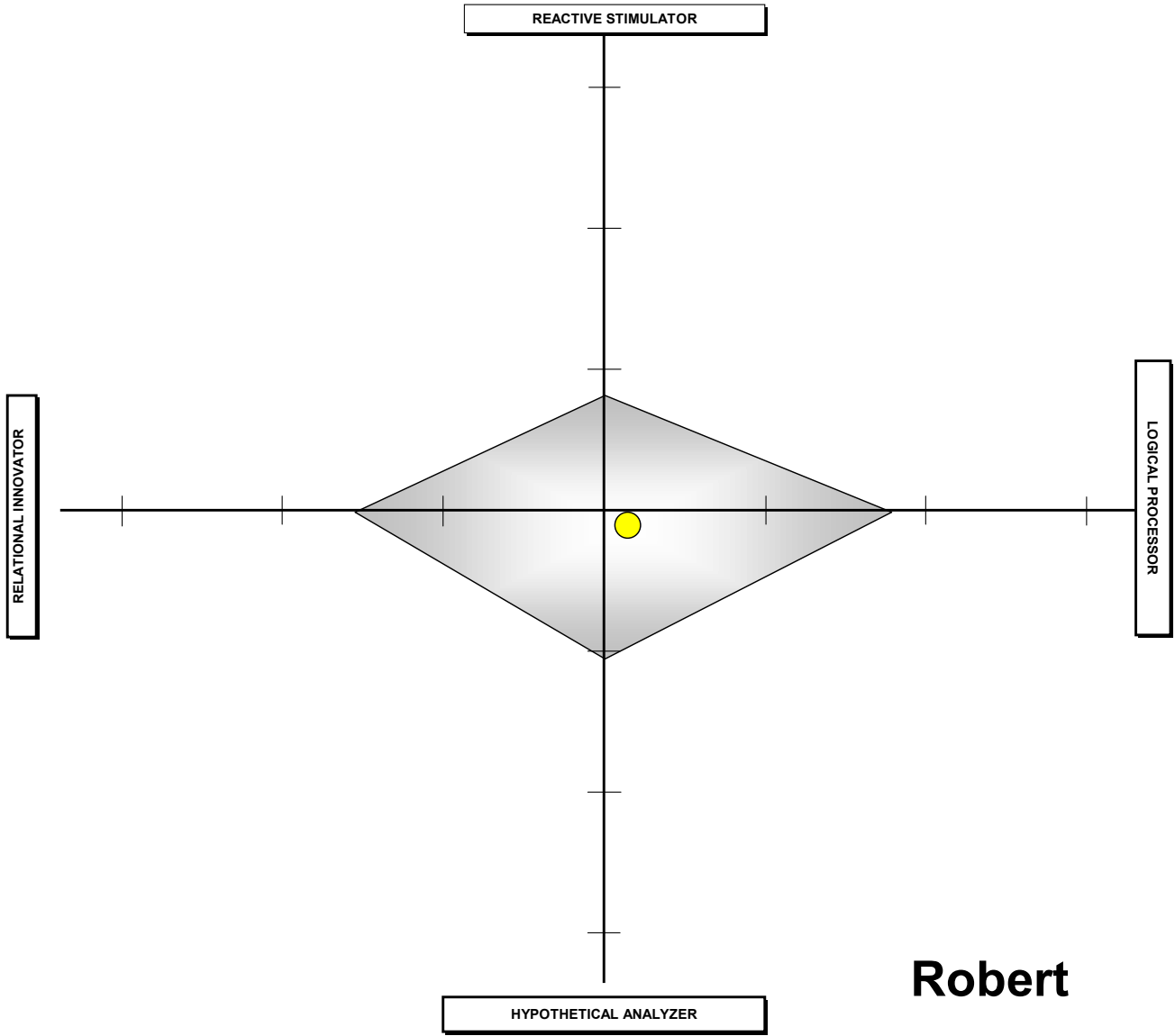


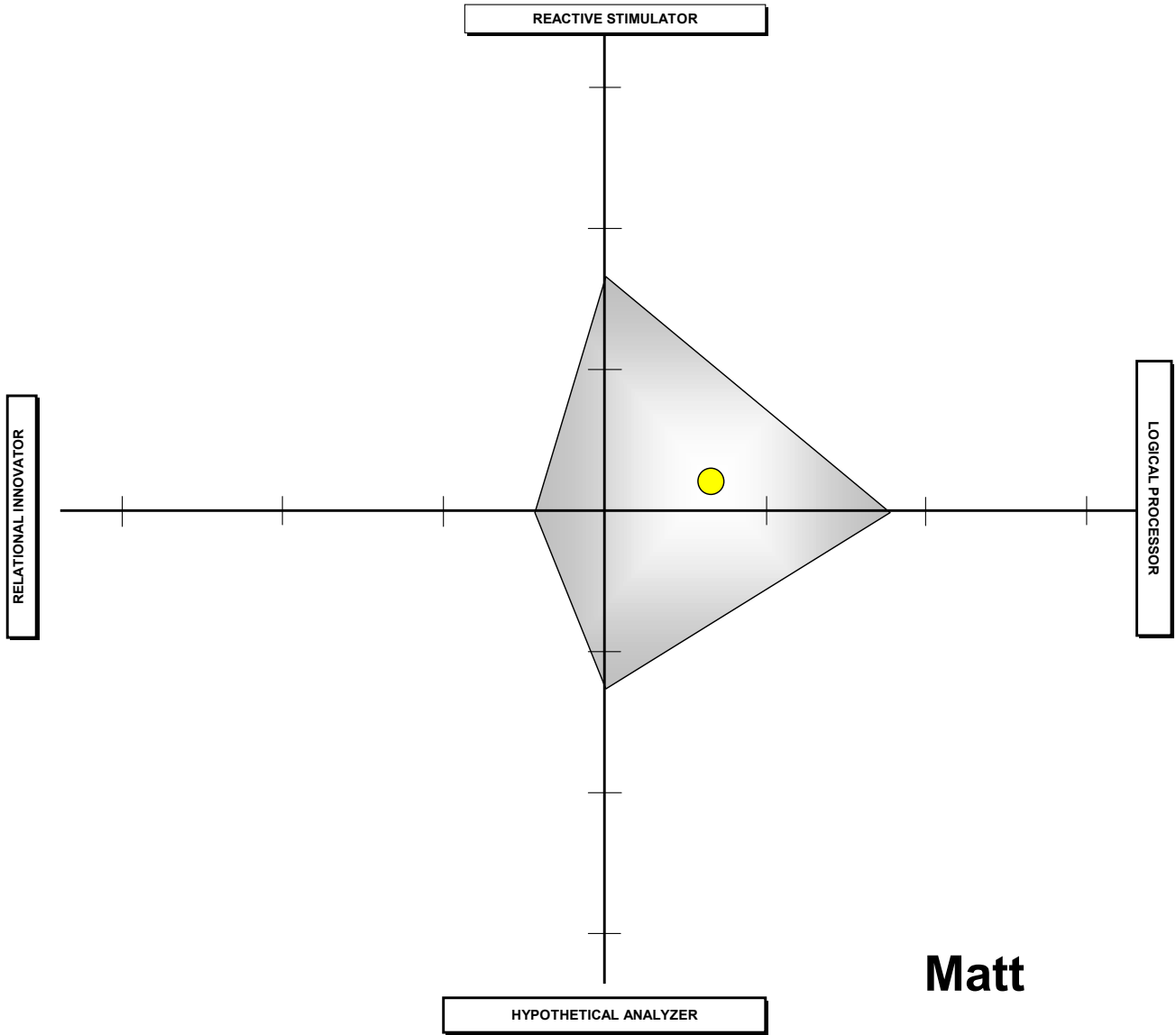
**Ranae**



**Jay**









# TECHNICAL NOTES

## **CENTROID PROFILE:**

The centroid profile (“Chicken Pox”) graphic is a picture image. It can be manipulated only as a unit. Its size can be adjusted by locking the aspect ratio and using the mouse to expand or contract it.

The legend box is a grouped object. It can be ungrouped and the individual names adjusted in any manner desired (e.g., size, bold, italics, etc.)

## **GROUP PROFILE:**

The group and centroid graphic represent the same thing. Like the centroid profile, this is a picture rather than an object. However, the group graphic is not sized to match any of the individual profiles. The graphic can be manually resized to fit either of the individual profiles provided in this report.

## **LEADER PROFILE:**

This is a picture and not a group. It is not sized to match any of the individual profiles in this report.

## **COLORED PROFILES:**

These are individual colored profiles for each person. They are grouped objects. The names under the profile are a separate textbox. The names can be moved separately from the profile. Repositioning allows them to be formed into name tents for use as place markers. They can also be formed into mounted profiles that can serve as a “take home.”

## **TRANSPARENCY PROFILES:**

These are the individual profiles for each person with the axis labeled. They are a picture and are all of the same scale. The transparencies of these profiles can be overlaid to get interaction insights.