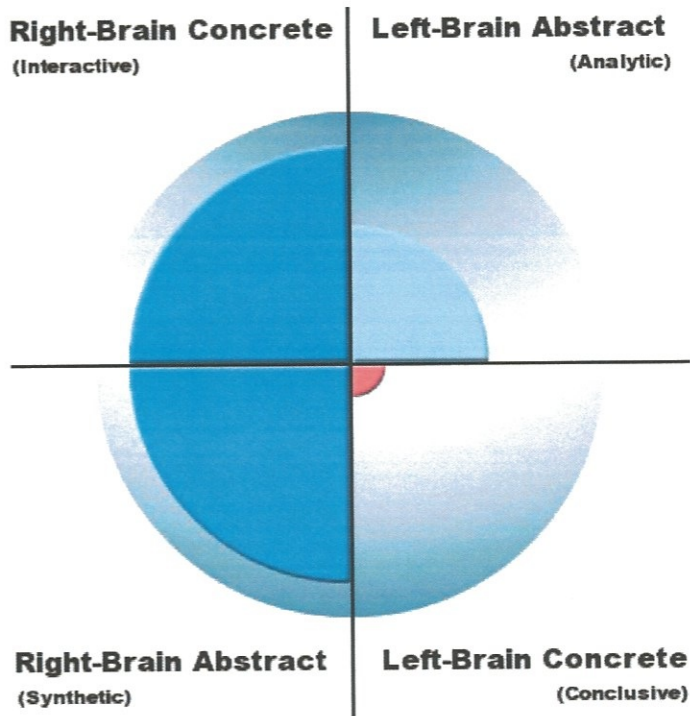







## F F, You are a Motivational Visionary

Ideas and options are what you're always creating and doing.



- 
**Primary**  
 This mode of thinking is used primarily and at times, exclusively.
- 
**Secondary**  
 This mode of thinking is consciously chosen to adapt to situations as they arise.
- 
**Avoid**  
 This is the mode of thinking which an individual tends to avoid.

[Description of the 4 Quadrants](#) | [Print Report](#) | [eMail to a Friend](#) | [Feedback](#)

### Your Communication Style

↳

## A Natural People Person

When you are walking down a corridor or a street, you like to greet or stop to speak to someone. People just love to talk with you about anything. That's because the positive energy that you give off during conversations develops an instant bond with everyone.

You love to interact with people. It doesn't matter how many people there are or at what level you're communicating; you do it effortlessly. Conversation has been extremely natural to you your whole life.

You have a wonderful sense of humor. When people are with you, they smile and laugh a lot. Whether it's telling a joke you heard before or sharing a spontaneous ad lib, you're naturally funny and entertaining. Your humor and ways of communicating are constantly creating situations that relax and motivate other people.

## Strategic Creativity

Unless people know you very well, they won't realize that you are quite capable of creating strategic plans, following intellectual pursuits and developing new, abstract theories about how things integrate or function. You're able to look at the whole picture, break them into discrete, unusual parts, and synthesize these into unique wholes or strategic plans. You thoroughly enjoy discovering creative options when thinking through difficult problems and challenging ideas.

## Motivating and Leading Others

When it comes to dealing with people and problems, you use a combination of intuitive and rational thoughts very successfully. Your positive, personal and intelligent ways of relating to people make them want to follow you during times of confusion and stress. It's when the situations are dynamic and need optional thinking and/or in-the-moment organization that you're able to step forward, take command and lead others towards successful outcomes. This is when your style of leadership becomes most effective.

Even if you're not knowledgeable about a subject area under discussion, you come across as smooth and intelligent. It doesn't matter to you what conversations others are having or what topics they're discussing, you can join in without missing a beat. That's because you intuitively know how to listen to the underlying messages being delivered and how to successfully respond to people intellectually with just a few facts.

## How You Learn

Besides reading and studying, conversations and dialogues provide you with an enjoyable opportunity to learn. It's during this repartee that you're able to ask any type of question: logical, analogical or just odd ones to serve your curiosity. One of the best ways for you to learn and to be motivated is to belong to a study group, particularly one that has members who are focused on the objectives and deadlines. The process of these groups can provide you with the focus and further detail to study and learn effectively.

## Speaking in front of Groups

Speeches and presentations to small or large groups come naturally to you. You can either be prepared or wing it when making a speech. The latter, with a few notes jotted on a piece of scrap paper, is your preferred way to present. Also, you'll use theatrical intonations and gestures, personalized comments and anecdotes with humor, integrating them around facts, logic and important points. When you have finished, people leave your presentations feeling that you have presented a solid case, you have touched them personally and you have spoken to each one of them intellectually.

## Your Leadership Qualities

As a leader, you're a powerful combination of intellectual insightfulness, future predictions and personal charm. The former allows you to plan and think things through intuitively and logically. The latter allows you to be empathetic and personal in your expression of motivation and planned action. The two of these combined give you the positive power that people trust and follow.

[Back to top](#)

### Communication Tips

People who have a predominantly **Left-brain Abstract** thinking style thrive on careful analysis of all pertinent factors before making any decisions. Their style is naturally systematic and detail-oriented, characterized by the pursuit of logic, predictability and discipline. They may appear distant and aloof at times, as they prefer to listen rather than talk. They tend to stick to the rules and stay within the confines of their orderly world.

When communicating with a **Left-brain Abstract** person, you are likely to experience the following characteristics:

- You might find their passion for logical analysis to be ponderous or overly pedantic at times, but if you keep an open mind, their conclusions could be beneficial to you.
- In situations where you must collaborate on a project or a plan, their tendency to stick to the rules can be limiting to your own creative visions. Present your optional ideas as logical alternatives worthy of consideration.
- They may appear distant and aloof at times, as they prefer to listen rather than talk. Don't take this personally or assume they're arrogant. Remember that they're absorbing and processing information before they render an opinion.
- They can be a valuable source of background or historical information, which you sometimes tend to overlook while you aim for the "big picture." Nevertheless, expect them to provide more details than you might care for.

People who have a predominantly **Right-brain Concrete** thinking style thrive on interacting with people and being the center of attention. They inspire others with their charm and warm personality. They can read other people very easily and use their

intuitive skills to adapt effortlessly to changing situations. They are excellent at exciting and persuading others to follow their suggestions. They often speak without spending too much time thinking about what to say.

When communicating with a **Right-brain Concrete** person, you are likely to experience the following characteristics:

- At times, you might find their ebullient need to be the center of attention to be overpowering or annoying.
- Like therapists, they can sometimes encourage you to open up and confide with them about personal problems or concerns you have. You're usually okay with this, as long as they don't pry too deeply or push their solutions too strongly.
- As much as you think before you speak, they think by speaking. They are excellent at exciting and persuading others to follow their suggestions.
- Even if they don't take logic or factual data into account, they may come up with innovative or imaginative ideas that are worthy of your consideration.
- Since you both like to come up with ideas, the verbal interaction can be both personally rewarding and productive. They may not share your visionary creativity, but they often have an intuitive sense of what is most suited for you.
- They can sometimes seem manipulative in getting their way. While you might find their personal charm and charisma irresistible, don't allow yourself to be swayed in a direction that you know is not right for you.

People who have a predominantly **Left-brain Concrete** thinking style are action-oriented and thrive on challenge. As movers of people and organizations, they enforce rules, focus on goals, meet deadlines, and demand immediate action. They typically avoid getting bogged down in details and want to go directly to the bottom line. They prefer short and easy action-items or conclusions. They are decisive people who want to get things done quickly and efficiently.

When communicating with a **Left-brain Concrete** person, you are likely to experience the following characteristics:

- You might find their style at times overbearing or in some cases, even intimidating. As a result, you're likely to interact with them only as much as absolutely necessary.
- When it comes to solving problems, they view feelings or abstract concepts as intrusions that prevent them from reaching a firm conclusion. You'd be better off not allowing your feelings to become too much of an issue.
- On the other hand, your feelings about certain situations are paramount to your comfort level, so don't be afraid to let them know how important that is to you.
- There might be times that you will feel they are pushing too hard to get you to make a final decision. On the other hand, you might be struggling with all the options you're considering and could benefit from their decisive nature.
- Don't be offended by their direct talk if it seems abrupt. They are goal-oriented people who know how to get things done.

When communicating with another **Left-brain Concrete**, you are likely to experience the following characteristics:

- Like you, they tend to be visionary thinkers who look at the big picture and try to understand how things relate to each other.
- They value creative, inspirational options as much as you do. They can usually provide interesting alternatives that would be worth your while to consider. At times, however, you might become a bit irritated with their tendency to go off on tangents when you're trying to focus on a particular issue of concern.
- With the tendency you both have to procrastinate while exploring your options, one of you will need to refocus your energies on making a decision when the need to accomplish something arises.
- You are both open-minded and feelings-oriented. Together, you are likely to create a relaxed, low-key atmosphere based on trust and good rapport.
- Remember to be patient with their quiet, reflective nature; just like you, they may be thinking of other options that are more suitable for you or for themselves.

- Ultimately, you both need to feel comfortable with how your decisions fit into your world.

## Stresses

Using the Concluder style of learning can create stress for you. Yes, you can use it for short periods of time as a learning or production tool. But, the longer you use it, the more stressed you become. Your energy-focus, which accesses this particular process, may be blocked sometimes. It's as if you have a blind spot in this part of your repertoire. You just don't like to have to use it as a primary tool. The following is what may create stress for you if used for more than short time periods:

- Always trying to be in control of or in charge of everything and everyone
- Insisting on asking the question, "What is the objective of doing this?" and immediately taking action to accomplish it
- Making sure everything you attempt is based on concrete, realistic and linear steps
- Being concise about everything you think, learn or do ("less is more")
- Demanding that efficiency be a constant motivator and goal
- Being the highest achiever and one of the most successful people at all costs

[Back to top](#)

**Ask a friend, family member, or colleague to take the assessment and compare their results with yours. You will be able to understand each other like never before.**

[Print Report](#) | [eMail to a Friend](#) | [Feedback](#)

© 2007 ActualMe.com