

# EMERGENETICS® | PROFILE

HANNAH SENSENBRENNER - JUNE 2, 2016

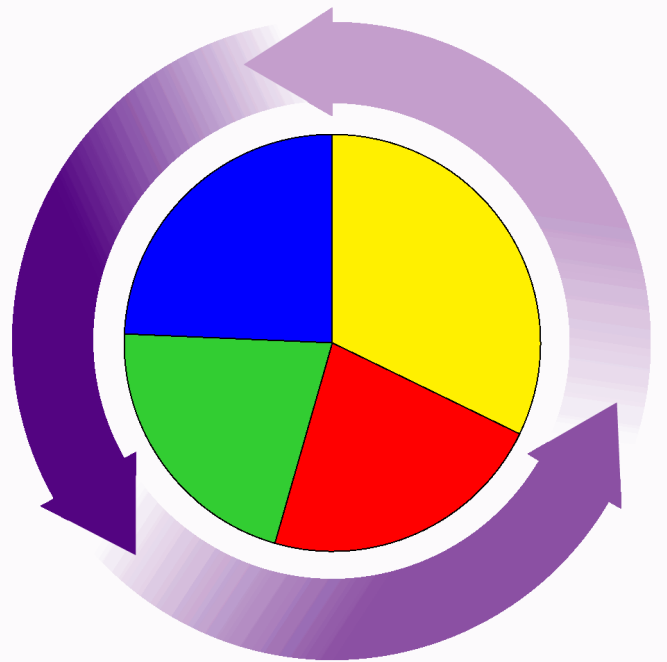
## HOW YOU THINK: PERCENTAGES

### ANALYTICAL = 24%

- Clear thinker
- Logical problem solver
- Data driven
- Rational
- Learns by mental analysis

### STRUCTURAL = 21%

- Practical thinker
- Likes guidelines
- Cautious of new ideas
- Predictable
- Learns by doing



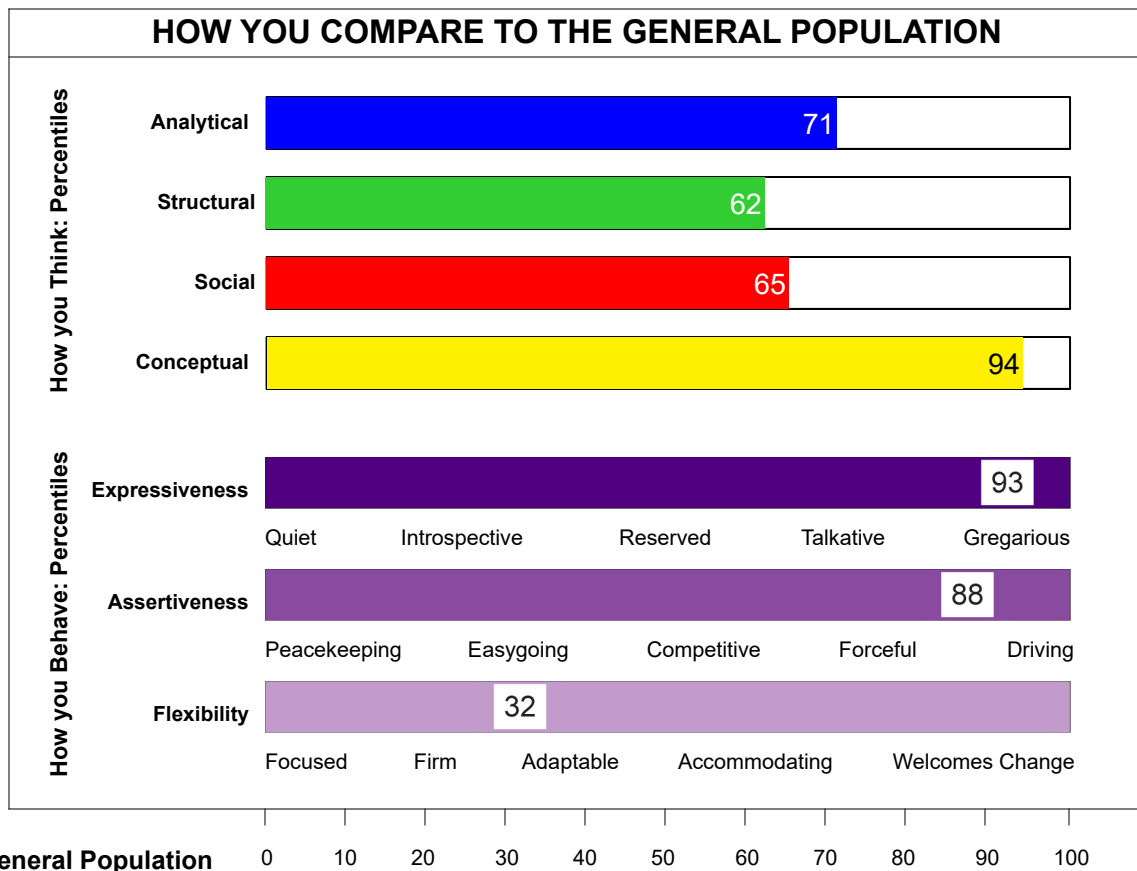
### CONCEPTUAL = 32%

- Imaginative
- Intuitive about ideas
- Visionary
- Enjoys the unusual
- Learns by experimenting

### SOCIAL = 22%

- Relational
- Intuitive about people
- Socially aware
- Empathic
- Learns from others

## HOW YOU COMPARE TO THE GENERAL POPULATION



HANNAH SENSENBRENNER

EMERGENETICS®



NARRATIVE REPORT

An individualized guide to your Emergenetics Profile

THINKING WITHOUT BOUNDARIES

[www.emergenetics.com](http://www.emergenetics.com)

North America | Asia | Europe



6/7/2023

Congratulations, **Hannah Sensenbrenner**! You are holding in your hands your unique Emergenetics Profile, the key to understanding your innate strengths. Go with them, and you'll be happier, more satisfied, and more productive.

People are amazingly complex, and it is difficult to interpret an Emergenetics Profile in just a few pages, so please keep in mind that the following summary is an accurate yet broad description of you. As you read about your unique Emergenetics results, please remember that they do not reflect your intelligence, or your ability to perform certain tasks. Also, remember that your Profile is unique, and any result is fine.

Your Emergenetics scores are confidential, and we would never share them with anyone without your permission. Whether or not you share your Profile with others is up to you. However, in my experience, people learn a great deal when they share their preferences with others.

Remember, by understanding and appreciating your Emergenetics preferences, you'll have a more complete knowledge of yourself at home, at work, and throughout your daily life.

If you would like more information about Emergenetics, please read my book *Emergenetics: Tap Into the New Science of Success*, or visit [www.emergenetics.com](http://www.emergenetics.com).

Sincerely,

Geil Browning, Ph.D.  
Founder and CEO  
Emergenetics International

## UNDERSTANDING YOUR EMERGENETICS PROFILE

### Emergenetics: The Science of Identifying Your Individual Preferences

Emergenetics is a combination of characteristics that emerge from your life experiences, plus the genetics with which you were born. We have scientifically determined that each individual's temperament can be described in terms of three Behavioral Attributes and four Thinking Attributes. Each of your attributes is shown along a spectrum. Whether you are at one end of the spectrum for an attribute or the other – or in the middle – you are perfect the way you are!

One of the exciting aspects of Emergenetics is that it allows for infinite variations among different people. The seven Behavioral and Thinking attributes can be mixed and matched at different levels to accurately describe anyone.

You are able to use all the Behavioral and Thinking Attributes, but some of them come more naturally to you than others. Everyone has a natural comfort level with each attribute that is reflected in her or his Emergenetics Profile. It is possible to "stretch" attributes like a rubber band when necessary, but operating outside your comfort level takes more energy and will tire you out more quickly.

## THE EMERGENETICS ATTRIBUTES DEFINED

### The Behavioral Attributes

*The Behavioral Attributes are what people see first about you.*

**Expressiveness** is your level of participation in social situations. Your degree of Expressiveness indicates how much interest you show in others and in the world around you. Expressiveness is sharing what you are experiencing on the inside with the outside world. People who are at the quiet end of the spectrum for Expressiveness will sit sedately in a meeting, and listen more than they talk. They are considered reserved, pensive, and calm. They avoid the spotlight, keep their feelings to themselves, and are energized by solitude. People who are at the gregarious end of the spectrum for Expressiveness are just the opposite! You can't miss them in a meeting, since they are dynamic, talkative, and lively. They are considered outgoing, animated, and spontaneous. They seek attention, and are energized by interacting with others.

**Assertiveness** is your level of interest in controlling tasks and results. Your degree of Assertiveness reflects the

amount of energy you invest in expressing your thoughts, feelings and beliefs. People who are at the peacekeeping end of the spectrum for Assertiveness will wait patiently and politely for an elevator. They are considered amiable, deliberate, and diplomatic. On the other hand, people who are at the telling end of the spectrum for Assertiveness push the elevator button repeatedly, as if that will make it come faster. They are considered competitive, forceful, and tough. They are ready for action, and prefer a fast pace.

**Flexibility** measures your willingness to accommodate the thoughts and actions of others. Your degree of Flexibility reflects how much you are willing to conform and flex with the interpersonal needs of others. People who are at the focused end of the spectrum for Flexibility believe they are right and prefer to be in control of others. They are considered firm, intent, and absolute. They have strong opinions and prefer to stay on track. At the other end of the spectrum, people who are at the accommodating end of the spectrum for Flexibility are receptive, easygoing, and adaptable. They don't mind interruptions, ambiguity, or change. They see all points of view, and are accepting of other people's ideas.

### The Thinking Attributes

*People can't see the way you think, and what is going on in your head may be very mysterious to them.*

**Analytical** thinking is rational, inquiring, and clear. The Analytical part of the brain wants to see data and research. People with a preference for Analytical thought are considered logical, cogent, and objective. They can appreciate the scientific method, and they learn by mental analysis.

**Structural** thinking is detailed, practical, and methodical. The Structural part of the brain follows rules and is cautious of new ideas. People with a preference for Structural thought are considered disciplined, organized, and traditional. They like guidelines, and they learn by doing.

**Social** thinking is relational, collaborative, empathic, and supportive. The Social part of the brain is team-oriented and socially aware. People with a preference for Social thought are considered connectors and are sensitive to the feelings and ideas of others. They are intuitive about people, and they learn from others.

**Conceptual** thinking is imaginative, unconventional, and visionary. The Conceptual part of the brain likes change and is easily bored. People with a preference for Conceptual thought are considered inventive, original, and innovative. They are intuitive about ideas, and they learn by experimenting.

When you have a preference for a particular Thinking Attribute, that means it plays a prominent role in your thinking processes. 90% of the population has more than one thinking preference.

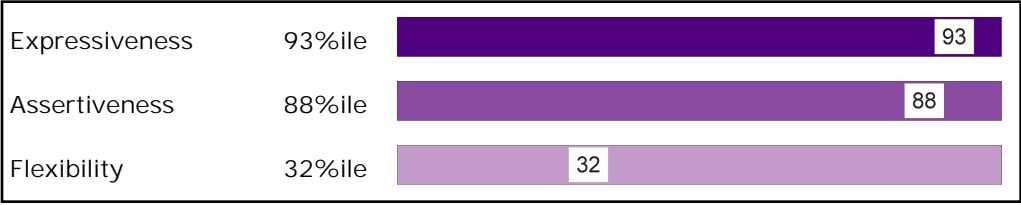
## YOUR EMERGENETICS PROFILE

The Emergenetics Profile has three important parts: a bar chart illustrating your Behavioral Attributes, a bar chart illustrating your Thinking Attributes, and a pie chart that compares your Thinking Attributes to each other. Let's take a look at your Profile, and what it says about you.

# How Do You BEHAVE?

## The Behavioral Attributes Bar Chart: The Percentiles

Bar charts in shades of purple illustrate your Behavioral Attributes in percentiles. You can see at a glance the extent to which you exhibit Expressiveness, Assertiveness, and Flexibility. The bars also show how your results compare to the population at large.

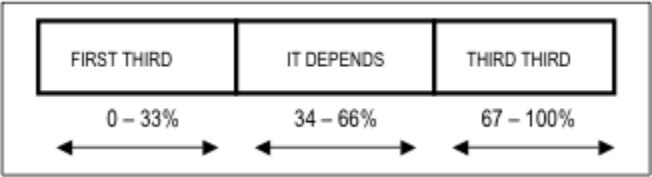


For example, you rank in the 93 percentile in Expressiveness. Imagine a room full of 100 people – including you – who represent Expressiveness in the population at large. To your left are the people who exhibit Expressiveness in a quieter way than you do, and to your right are the people who exhibit Expressiveness in a more gregarious way than you do. There are 92 people to your left, and 7 people to your right.

Similarly, we look at the other two behavioral attributes in the same way. You rank in the 88 percentile for Assertiveness, which means there will be 87 people to your left and 12 people to your right. You rank in the 32 percentile for Flexibility, so there will be 31 people to your left, and 68 to your right.

## The Behavioral Attributes in Action: “The Thirds”

Your responses to the Emergenetics Questionnaire place you on a particular point on the spectrum for each Behavioral Attribute. Each spectrum is divided into thirds to characterize your behavioral preferences. Each of your behavioral preferences is either in first-third of the population (0-33%ile), second-third of the population (34-66%ile), or third-third of the population (67-100%ile). The bar charts are very important in helping you understand how long you prefer to operate in any one mode. Although people are capable of behaving out of character, preferences generally hover around the first-third, second-third or third-third of the spectrum.



Let’s say your friend is in the first-third for Flexibility. Some days she will be at the sixth percentile point, and some days at the thirty-second percentile point, but her comfort level is generally first-third. It’s rare for her to jump from the sixth percentile point to the ninety-fifth percentile point. If that happens, her behavior will seem “out of character,” and she will be exhausted later.

If your scores fall in the second-third, our research shows you can adapt to any situation. We call this the “it depends” group. You can go either way, depending on the circumstances.

## Almost a Preference:

It is possible for a Behavioral Attribute to be a near preference. If your preference is close to a cut-off point, you may sometimes behave as if you belong in the adjacent third.

For example, if you are in the 66th percentile for Expressiveness, you are almost in the third-third. Sometimes you will behave in a gregarious way. Similarly, if you are in the 34th percentile for Expressiveness, you are very close to being in the first-third. Behaving in a quiet way would not be out of character for you. In this report we mostly will discuss the behaviors that are at the first-third and third-third ends of each spectrum.

What Does Your Profile Say About Your Behavioral Attributes?

Your behavioral percentiles are as follows: Expressiveness (93%), Assertiveness (88%), and Flexibility (32%).

- Because your level of Expressiveness is in the third third, you are probably talkative, outgoing, and lively. You may openly communicate affection for others, may easily start conversations with strangers, and may be comfortable attracting attention to yourself. Your facial expressions and gestures probably are animated, and you may be happy to share information about yourself. You can be quiet, but if you engage in long periods of quiet time, you may need to be reenergized by others. You generally learn through your interactions with others, and typically process your thoughts by talking. You are excellent at getting things going, although you may need to be careful about being overbearing.
- Because your level of Assertiveness is in the third third, you are probably determined, driving, and telling. You generally don't mind handling uncertain situations, and you may enjoy being in charge. As a rule, you voice your opinions and concerns willingly. You probably prefer a fast pace and like to accomplish your goals in a timely manner. You may enjoy debating, and you tend to try to convince other people about the superiority of your point of view. When this happens, your voice may get louder. You can be direct, confrontational, and challenging.
- Because your level of Flexibility is in the first third, you probably are focused, firm, and absolute. It's likely you have strong opinions and a defined agenda. You generally are convinced that your solution is best, and you may prefer to be in control. You probably enjoy clear-cut situations, and you may dislike change. You most likely need time to assess new procedures and ideas. Because you are known for being focused on the direction you deem most appropriate, you may be perceived as stubborn.

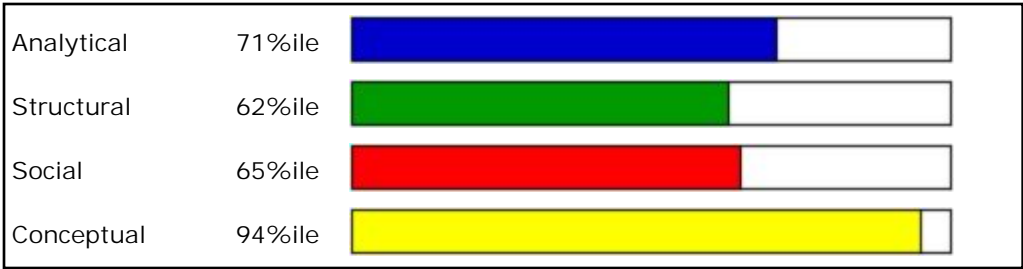
How Your Behavioral Attributes Work Together

Let's say you are with a group that is trying to decide where to go for lunch. The choice is between two nearby restaurants — Indian or Chinese. You desperately want Chinese food, and because you are in the first third for Flexibility, your opinion is not likely to change. Because you are in the third third for Assertiveness, your goal is to persuade the group to choose Chinese food. Since you are in the third third for Expressiveness, you may dominate the decision-making conversation. You may use many different arguments, or you may simply state your position repeatedly until everyone else gives in. You probably are not interested in hearing anyone else's ideas because it would only be a waste of your time. If, by some miracle, the group decides to go to the Indian restaurant, you may consider opting out of lunch altogether. However, your desire to be with the group may carry the day. You probably won't eat much Indian food, but you may enjoy going out to lunch.

NOTES

# How Do You THINK?

## The Thinking Attributes Bar Chart: The Percentiles



Bar charts in four colors show your Thinking Attributes in percentiles. **Analytical** thinking is shown in Blue, **Structural** thinking in Green, **Social** thinking in Red, and **Conceptual** thinking in Yellow. You can see at a glance the amount of energy you invest in Analytical, Structural, Social, and Conceptual thinking. The bars also show how your individual results compare to the population at large.

You rank in the 71 percentile in Analytical thinking. As you did for the Behavioral Attributes, imagine a room full of 100 people – including you – who represent Analytical thinking in the population at large. To your left are the people who exhibit Analytical thinking less than you do, and to your right are the people who exhibit it more than you do. There are 70 people to your left, and 29 people to your right.

Similarly, you rank in the 62 percentile in Structural thinking. This means there would be 61 people to your left who favor Structural thinking less than you do, and 38 people to your right who favor Structural thinking more than you do.

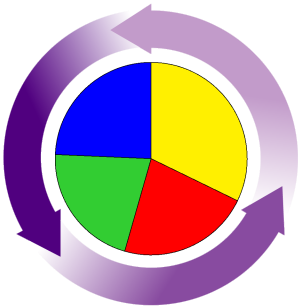
You rank in the 65 percentile in Social thinking, so this time you have 64 people to your left, and 35 to your right. In Conceptual thinking, you rank in the 94 percentile, so there are 93 people to your left who use Conceptual thinking less than you do, and 6 people to your right who use Conceptual thinking more than you do.

## The Thinking Attributes in Action: The Pie Chart

The Pie Chart colored in **Blue**, **Green**, **Red**, and **Yellow** is derived from your percentiles, and illustrates how your thinking preferences compare to each other. It reflects, in percentages, the extent to which you rely on the four Thinking Attributes. Our data analysis concluded that for the Thinking Attributes, any percentages 23% or greater indicate a preference. (The purple ring around the pie chart is just a reminder that your Behavioral Attributes are what people see first about you. They are visible on the outside, but your Thinking Attributes are tucked inside your brain and not obvious to others.)

### Almost a Preference:

If your percentage for a Thinking Attribute almost reaches 23%, this is nearly a preference. The attribute influences your thinking, but is not a bona fide preference. To illustrate this concept, think of boiling water. Water boils at 100 degrees Celsius (212° Fahrenheit). At 99 degrees (211°F), it is simmering. We consider 22% *almost* a preference.



## What Does Your Profile Say About Your Thinking Attributes?



*Your Preferred Thinking Attributes:* **Analytical** and **Conceptual**

*Your Motto:* "I see the forest."

You have a bi-modal Profile, meaning you have two thinking preferences (each 23% or greater). Your pie chart illustrates your preferences for **Analytical** thinking (24%) and **Conceptual** thinking (32%). The Analytical/Conceptual combination is found in 13% of the population at large.

You probably excel at abstract thinking and see the forest (for example, entire systems) instead of individual trees (details). You are in something of a dilemma, since your Analytical thinking, which is logical, analytical, and clear, is at odds with your Conceptual thinking, which is imaginary, visionary, and intuitive. At times, it can be hard for you to balance both types of thinking simultaneously. Both are theoretical, but Analytical thinking is step-by-step, while Conceptual thinking often comes in bursts of inspiration. But each preference can also help balance the other—the blue "tethers the yellow" in rationality...conceptually, you don't take an idea too far without ensuring that it's rational. Additionally, this can be a powerful combination because the Analytical part of your brain can translate to the outside world what the Conceptual part of your brain is thinking.

You probably do not let your emotions interfere with your thought processes. Because you often have your head in abstract ideas and concepts and because you are probably content to work independently, you run the risk of being perceived as unfriendly.

Some people with this Profile have a difficult time relating to other employees. More often than not, they believe they are "smarter" than the average person. Others tend to agree and may find them intimidating. After one of my associates offered this description to an audience at a seminar, several people from the audience with Analytical/Conceptual Profiles came up to him and said, "We take umbrage at your statement. We do not think we are smarter than most people, we know we are!"

While you can excel in any profession, your work probably involves big-picture thinking that is backed by facts, research, and data. You have the kind of brain that could help a creative team stay on budget or invent a computer system for an art gallery.

You do not have a preference (23% or greater) for **Structural** thinking (21%) or **Social** thinking (22%). This means your thinking preferences are not concrete. A corporate culture that has lots of rules and regulations may not be the ideal work environment for you. You are not especially concerned with details, which you find tiresome, or with the human side of your ideas.

### How Your Thinking Attributes Work Together

Let's say you inherited a large sum of money and have an opportunity to take your dream vacation. The Analytical part of your brain would want to get the best possible value for your money, while the Conceptual part of your brain would resist making any plans at all. You would be more interested in "where?" than "with whom?" You might choose an unusual or adventurous destination, document your trip with photos and written observations, then create an unusual travel diary for your own enjoyment.

### How Do the Behavioral Attributes and the Thinking Attributes Work Together?

It's very important to remember that the Behavioral Attributes determine how you put your Thinking Attributes into action. For example, people with a preference for Social thinking like being around other people. But having a Social preference does not automatically make someone the life of the party. For those in the first third of Expressiveness, a small group is great. For those in the third third of Expressiveness, the more the merrier!

Let's turn this example around a bit. Imagine people who are in the third third for Expressiveness, but who do not have a preference for Social thought. They might be wonderful actors, fascinating lecturers, or animated debaters. But when you are having a conversation with them, you may find them talkative but not relational - that is, you don't get the feeling you are really connecting with them. Without a Social preference, their mind is on other things - literally. It's not personal. It's preference!



## YOUR PROFILE IN ACTION

You have **Analytical** and **Conceptual** thinking preferences, with third third **Expressiveness**, third third **Assertiveness**, and first third **Flexibility**. What does this Profile mean for you?

Your preference for Analytical thinking suggests thought processes that are theoretical, rational, and skeptical. Your Analytical brain is inquisitive and always wants answers, so you are likely to pursue topics until you are satisfied that you have the correct information. You probably prefer conclusions that are backed up with data and research. Your preference for Conceptual thinking implies thought processes that are unusual and visionary. You probably base your decisions at least in part on intuition and sheer inspiration. You may surprise people by being rational and serious, and then showing a glimpse of your imaginative side. Both of your thinking preferences are associated with abstract thought, which suggests you are more interested in systems and concepts, and less likely to bother with practical, concrete details or interpersonal connections. When you harness your Analytical and Conceptual preferences together, you come up with elegant solutions that are fresh, yet based on established data. Certain people may find some of your Conceptual ideas too far “out there”; however, you can use your Analytical preference to translate these ideas into terms everyone understands. When you are making a big decision, remember to get input from people with Structural and Social preferences in order to consider all perspectives.

Your level of Expressiveness suggests you are talkative and impossible to miss. Most likely you will let everyone know what is on your mind! If you are with a group, you run the risk of dominating the conversation, so remember to give others a chance to speak. Your level of Assertiveness implies that you are generally driving and forceful. Your level of Flexibility indicates you usually have a strong agenda. This is the Profile of someone who is persuasive, tireless, and determined. If persuasion doesn't work, you may simply state your opinion repeatedly in hopes that others will see your point-of-view.

As a leader, you think theoretically, are generally animated, probably keep a fast pace, and prefer to get your way. As an Analytical and Conceptual thinker, you can be intimidating, as you are not afraid to ask tough questions, even if doing so puts others on the spot. You probably have a vision that extends far into the future, and you expect others to share your enthusiasm for the overall concept or goal. Keep in mind that your preference for abstract thought may make it hard for some people to understand what you expect of them, so it is important to utilize your Expressiveness to convey your true intentions.

Please remember that there are no “right” or “wrong” Emergenetics results, and that your Profile does not indicate how capable you are at any specific activity. You are unique, and your Profile is wonderful the way it is.

### Talk to Us!

We would like to hear from you. Please contact your Emergenetics Associate or email the Emergenetics International office at [brains@emergenetics.com](mailto:brains@emergenetics.com) with your observations, suggestions, and comments.

## NOTES