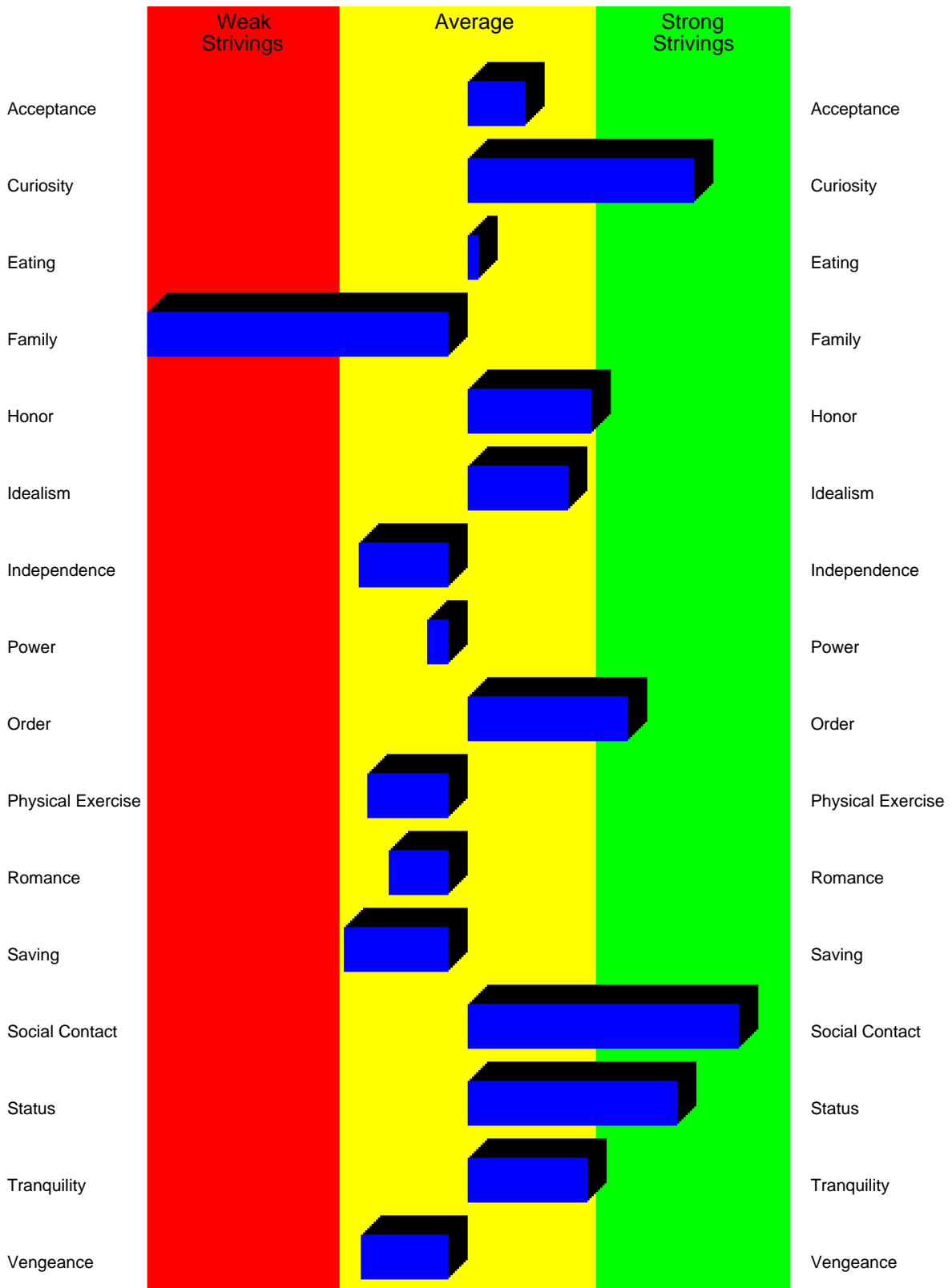


Name (0001): Mari Smith
Age: 40, Gender F

Confidential

Who Am I: My Reiss Profile



The Reiss Profile is a description of what motivates you. Since this is an assessment of what you want, you should get the results you want. About 15 percent of the time something goes wrong with the assessment process and people wind up with invalid results. Since this is an assessment of what you want, any result you do not like either is invalid or a matter of misunderstanding or choice of words. You should regard the results as suggestions or possible insights. You need to pick and choose which results are truly valid in your case and ignore those that do not make sense to you. When you agree with a result, you want to consider all the different ways that desire affects your behavior, relationships, work, and play.

(1) Since you scored high for curiosity, you may have a **STRONG NEED TO THINK DEEPLY**. The Reiss Profile distinguishes between intelligence and curiosity. Intelligence is the ability to learn, and curiosity is the desire to think deeply. The distinction is important because ability and desire are not the same thing - if it were, many of us would be star athletes, great scientists, or movie stars.

A strong need to think deeply can make people contemplative, inquisitive, and thoughtful. Many curious people are always thinking about or analyzing something. Very curious people have a tendency to become absorbed in their thoughts, paying little attention to the mundane events going on around them. No matter what they are doing - flipping burgers, recovering in a hospital, listening to a speech -- sooner or later they start analyzing something. When they are not thinking about something, they may become bored quickly.

Many curious people care about ideas regardless of their practical relevance. They may value ideas more than deeds. Once they figure out how to do something, they may or may not be interested in actually doing it.

Many curious people become lifelong learners. They value knowledge. They read books. They seek out stimulating company and enjoy lively conversations. They have a tendency to respect people who are smart and thoughtful.

Because they enjoy dealing with complexity and nuance, some people with a strong need to think have a tendency to make things more complicated than necessary. They may have a tendency to talk or write in long, complex sentences. They may need to be careful not to talk over people's heads.

Curious people want to know the "why" of each course of action. Rather than follow unexplained instructions from their superiors, lawyers, advisors, or even physicians, they may need to know the reasons underlying the instructions. The more detailed and convincing the explanation, the more likely they may be to follow the guidance. If the explanation is simple or concrete ["You want to take this medicine so you'll get better"], they may question it. To motivate their compliance, they may need a detailed explanation ["You need this medicine to reduce inflammation, which will open the tiny ducts in your liver and let the antibiotic reach the infected area while the infected fluids drain better"].

Curious and practical people have a tendency to disagree with each other. This is because curious people value ideas, whereas practical people value deeds.

(2) Since you scored low on need for family, you may have a **WEAK NEED FOR FAMILY**. On the Reiss Profile, low scores for family can mean one of two things: Either you do not want to have children, or you have a conflict within your family.

Some people with a weak need for family have things they want to do with their life that are not compatible with the responsibilities of raising a family. Some want to devote full effort to their career; others want to travel so much they are never home.

Some people experience the duties of parenthood as burdensome. They may love their children, if they have them, but not enjoy taking care of them. Changing diapers may not be for them, and they may not even find it all that exciting when a child first learns to walk.

Some people do not bond to children. When they are separated from their family, they may not think much about them. They may like jobs that get them away from their family. They may use work as an excuse to get away. Some people experience family life as stressful. They may not get along with their children or siblings.

Some people experience family life as stressful. They may not get along with their children or siblings.

Family and non-family people sometimes misunderstand each other. Family people sometimes think non-family people are selfish, but actually they just find children annoying or burdensome. Non-family people think family people are not free to live life to the fullest, but actually they think they are doing just that.

(3) The results of the Reiss Profile suggest a **STRONG NEED FOR ORDER**. These individuals aim to be organized -- they like to make schedules, write "to do" lists, develop plans, and approach tasks in a methodical fashion.

Many organized people believe that planning and preparation are keys to success. They may dislike doing things spontaneously. They tend to be punctual and value precision and consistency.

Organized people can experience difficulty adapting to change. They may think that things should always be done in a certain way. They even may think there is only one way to do things. When trouble strikes, organized people are motivated to stay the course. They are reluctant to change their plans, even when things are not going as well as had been anticipated.

Many of these individuals notice even the smallest details. They may have difficulty, however, distinguishing between important versus unimportant details. Consequently, they tend to give significance to all details. Some [not all] organized people are perfectionists.

Many people with a strong need for order value rituals and routines. They become nervous when they cannot follow their routines, or do things as they always do. Psychologically, rituals represent efforts to reduce stress by performing a familiar habit and creating a reassuring sense of order.

Organized and flexible people sometimes disagree with each other. Organized people value planning and preparation, whereas flexible people value spontaneity.

(4) You may have a **STRONG NEED FOR SOCIAL CONTACT**. On the Reiss Profile, social contact refers to a desire to spend time with peers and does not include desires to spend time with children [which fall under family] or parents [which fall under honor]. Since you scored high for social contact, you may need to be in the company of peers to be happy.

People with a strong need for social contact are friendly. As the saying goes, "In order to have friends, you must first be one." They make people feel at ease when they visit them. They may be affable, charming, warm, outgoing, and friendly so that people will want to be in their company. They may take an interest in other people and keep up with them.

People with a strong need for social contact seek an active social life. They like to do things in groups, join social clubs, and join organizations. They like to know what is happening.

Many people with a strong need for social contact like to belong to clubs, groups, and teams. They are strongly motivated to be included and feel hurt when left out. They enjoy the camaraderie experienced in groups. More than do most people, they intrinsically value the sense of belonging.

Many people with a strong need for social contact are fun loving. They come alive at parties. They like to laugh. They appreciate horseplay and fooling around. They appreciate pranksters or are practical jokers themselves.

Some people with a strong need for social contact are team players. On the Reiss Profile, team players score both high for social contact and low for independence. A strong need for social contact can motivate some people to be team players because of the opportunity to socialize with team members.

Sociable and private people tend to misunderstand each other. Sociable people think private people are uncaring. Private people think sociable people are superficial.

(5) Since you scored high on need for social status, you may have a **STRONG NEED TO FEEL IMPORTANT**. You may be conscious of status, take formalities seriously, and be impressed with wealth and fame.

Many status-conscious people seek wealth. They tend to consider money an indicator of one's importance. In order to impress others of their importance, some wear expensive clothes or jewelry, or drive an expensive car.

Many status-conscious people are impressed with popularity. They may want to be a member of the "in crowd". They take pride in knowing the "right people." They may be impressed with celebrities.

Many status-conscious people keep up appearances. They are motivated to maintain the respect of neighbors and acquaintances.

Many status-conscious people are careful to give others their due. They excel at understanding social hierarchies, such as organizations or bureaucracies. They show people just the right deference and respect based on the individual's status within a hierarchy. They may be careful to show more deference to people of high status, and to show little or no deference to people of low status.

Status-conscious and informal people sometimes misunderstand each other. Status-conscious people sometimes think informal people are unimportant and can be ignored. Informal people sometimes think status-conscious people are snobbish.

16 basic strivings make us individuals and determine our psychological needs. Although everybody embraces all 16 basic strivings, we differ considerably in how we rank order and combine them. Your rank ordering of the 16 basic strivings is shown in the 'results box' on this page.

Included in this report are plain English paragraphs suggesting how your results might be interpreted. Only strong and weak strivings are interpreted. These results are based on statistical probabilities. In the final analysis, you must decide which of the results are valid in your case and which are invalid.

The following is your Reiss Profile expressed in standard scores. The numbers in parenthesis refer to the interpretative paragraphs (see previous page):

Striving	Score	Strength	Striving	Score	Strength
Acceptance	0.35	Average	Order	0.99 (3)	Strong
Curiosity	1.41 (1)	Strong	Physical Exercise	-0.50	Average
Eating	0.06	Average	Romance	-0.36	Average
Family	-1.96 (2)	Weak	Saving	-0.65	Average
Honor	0.76	Average	Social Contact	1.69 (4)	Strong
Idealism	0.62	Average	Status	1.30 (5)	Strong
Independence	-0.55	Average	Tranquility	0.74	Average
Power	-0.12	Average	Vengeance	-0.54	Average

Standard Score	Significance
-.80 or lower	Weak Desire
-.79 to +.79	Average
+.80 or higher	Strong Desire