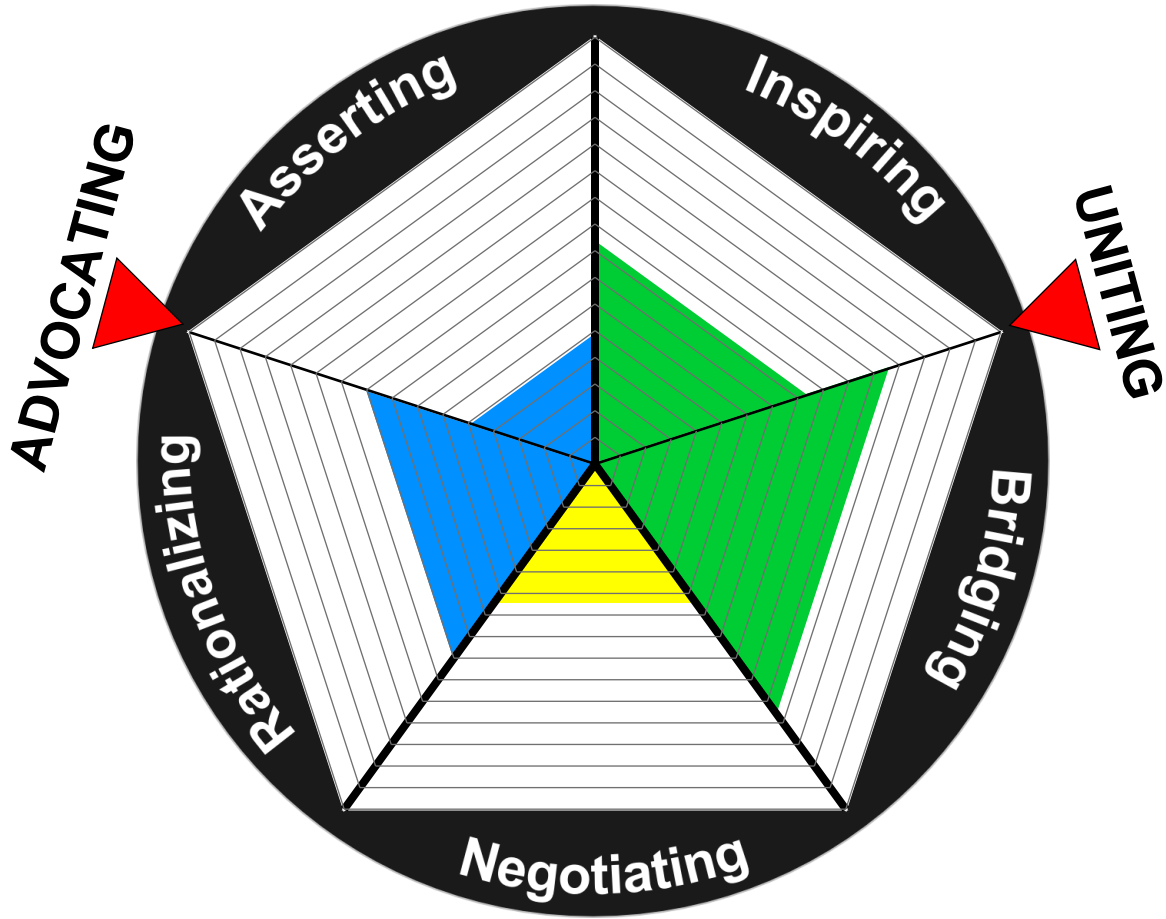


Influence Style	Average	Underutilized	Slight	Moderate	Dominant
Rationalizing	8.97	1	15	8	5
Asserting	4.83	9	17	3	0
Negotiating	6.38	2	20	6	1
Inspiring	8.31	0	15	13	1
Bridging	11.52	0	6	7	16



Category	Strength of Preference Range																
Rationalizing	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Asserting	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Negotiating	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Inspiring	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Bridging	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
	Underutilized				Slight				Moderate				Dominant				