



CORE

PROFILING SYSTEM

Report for:
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CORE

Conventional

The following is the description of a person whose "C", in the CORE graph, is found in the shaded region:

Behavioural Traits

- Doesn't like to be in the limelight and prefers to follow.
- Resists last-minute and / or drastic changes.
- Needs to understand the rationale behind changes.
- Easily contented with the status quo.
- Avoids conflicts at all cost.
- Prefers to listen than to talk.

Strengths

- Predictable - can be relied upon to execute routine tasks.
- Looks out for the welfare of others.
- Will generally respect authority and follows directions / instructions very well.
- Able to create a harmonious environment.

Weaknesses

- Slow in embracing change and tends to hold on to "old" ways of doing things.
- Doesn't like to be rushed to do things or make decisions.
- Takes criticism personally.
- Needs very specific directions / instructions when given a new task.

CORE

Observant

The following is the description of a person whose "O", in the CORE graph, is found in the shaded region:

Behavioural Traits

- Perfectionist – maintains high quality standards and will check, check & check.
- Focuses on facts and accuracy in information.
- Analytical in terms of thought processing.
- Risk averse.

Strengths

- Gives the team a "reality check".
- Ensures that all tasks are completed and done right.
- Doesn't compromise on quality and standards.
- Unbiased and objective.
- Able to look into the smallest detail, which is sometimes critical and others would have missed.

Weaknesses

- Overly critical on others around him.
- Takes longer to make decisions and complete tasks.
- May not take risks in implementing new ideas.
- Conforms strictly to policies and procedures. Thus, perceived by others as "inflexible".

CORE Resolute

The following is the description of a person whose "R", in the CORE graph, is found in the shaded region:

Behavioural Traits

- Believes that anything and everything is possible.
- Has strong need to take charge & makes quick decisions.
- Has a high appetite for risk and prefers a fast pace.
- Focuses on the task on hand rather than "emotions".
- Projects confidence and is highly competitive.

Strengths

- Challenges the status quo and looks for more effective / efficient ways of doing things.
- Willing to take risks and try out new things.
- Is driven by results and generally achieves targets / objectives set.
- Not easily swayed by "sweet talking" or "emotional blackmail".

Weaknesses

- Overly impulsive and usually moves on to new ideas / tasks too quickly.
- Too authoritative / domineering / demanding.
- Tends to miss out details which may be critical.
- Gets bored easily when doing routine tasks.
- May be blunt and hurt others without realising it.

CORE Expressive

The following is the description of a person whose "E", in the CORE graph, is found in the shaded region:

Behavioural Traits

- Is friendly and sociable.
- Has a positive outlook in life.
- Demonstrates enthusiasm and is animated while interacting with others.
- Has a strong need for recognition and approval from others.

Strengths

- Blends in with the group very quickly.
- Optimistic even though others may not be and can influence others to feel the same way too.
- People-oriented and looks after the feelings of others.

Weaknesses

- Overly concerned with how others perceive him.
- Talks more than listens.
- Lacks focus on the targets and tasks at hand.
- May be perceived by others as manipulative.

[Name]'s CORE™ Style

The CORE™ Style illustrates the fundamental behavioural tendencies that an individual would exhibit. Each graph shows the mental picture that one has of himself / herself. The dominant behavioural style is characterised by the points plotted above the midline.

Please note that there is no "good" or "bad" CORE™ Style. Longitudinal research indicates that successful people are ones who understand their own behaviours and tailor strategies to meet specific needs required of situations.

CORE

Based on the CORE™ Style, the following are behaviours that [name of person] would likely display:

- Enjoys work and tasks that are routine in nature.
- Exhibits a stable and consistent nature by working to maintain an unchanging environment.
- Finds it difficult to cope with situations when there are sudden and last-minute changes.
- Likes to work in an environment where things are done systematically as a process.
- Works best when directions, instructions, guidelines and rules are clearly defined.
- Prefers a supportive role rather than leadership role.
- Values friendship / relationship. Thus, works very well with others.
- Prefers a non-confrontational environment. Would probably take the "flight" mode or give in when faced with conflicts.
- Expresses difficulty in disagreeing with others and attempts to maintain peace at all cost.
- Demonstrates patience, helpfulness and loyalty towards others
- Makes a decision and likes to stick to the decision since much thought has gone into the decision

When working with another "C", he should ...

- make a conscious effort to challenge the status quo so that you could achieve better results.

When working with another "O", he should ...

- prepare all things with great accuracy and ensure high quality when providing "O" with anything or any information.
- get ready to provide details.

When working with another "R", he should ...

- give answers that are brief and to the point.
- stick to business and emphasise on results that the "R" desire.
- be flexible and adapt to constant change that the "R" will introduce.

When working with another "E", he should ...

- be friendly and start the discussion with something that is on a more personal note.
- give sincere compliments.