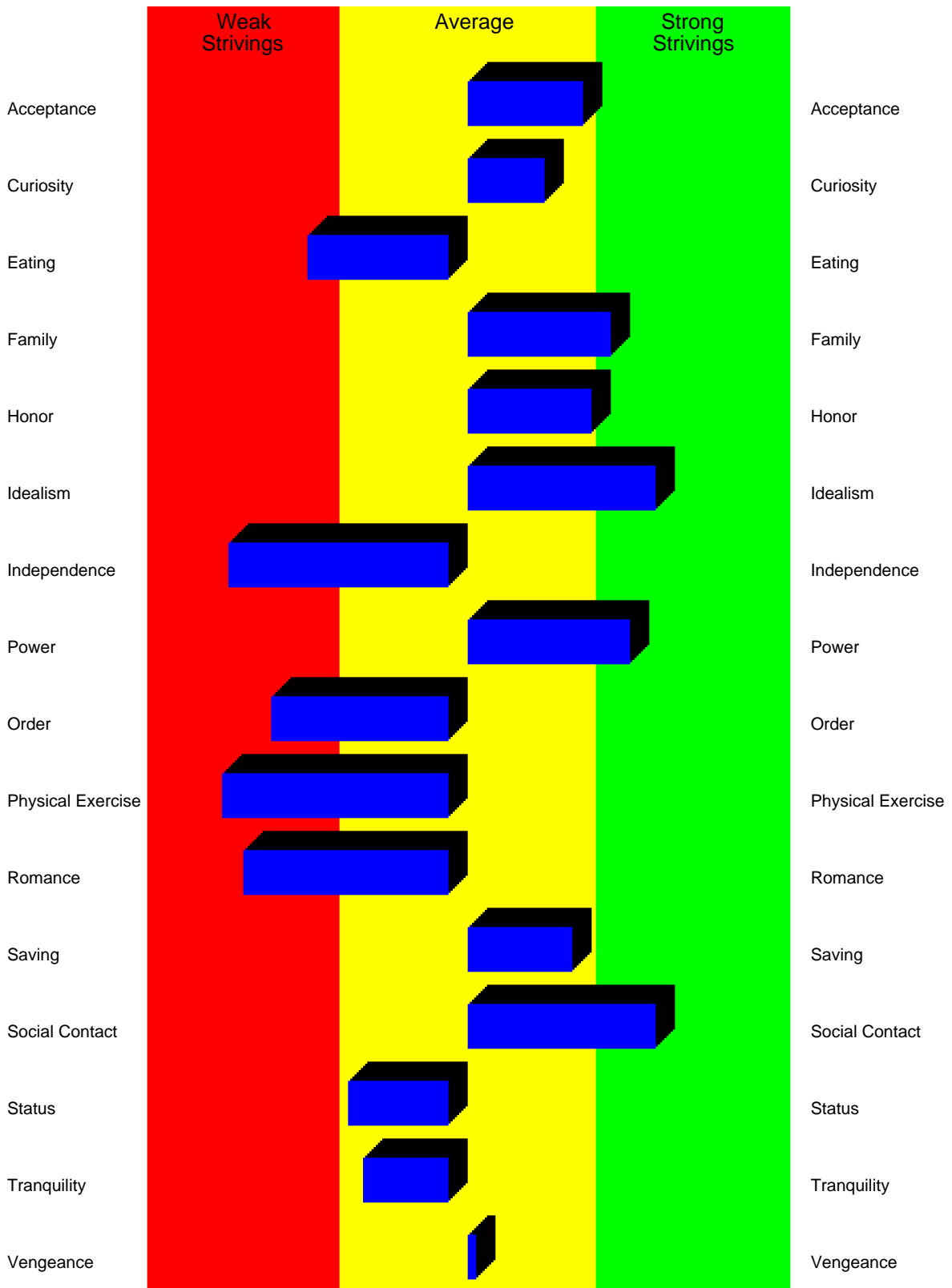


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Age: 50, Gender F

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 low on need for eating, you may have a WEAK APPETITE FOR FOOD. Words or phrases that may describe you include eats sparingly or eats like a bird.

People with a weak appetite for food have a tendency to eat less than most people do.

Were eating not a biological necessity, they probably would not do it very often. When absorbed in work, they sometimes forget to eat. They rarely snack between meals. They tend to be thin and, perhaps, have difficulty putting on weight.

Many people with a weak appetite are fussy about the foods they eat. They may eat only a limited number of different foods and be reluctant to try new foods from different cultures.

Many light eaters show little interest in food or food preparation. They may not like to cook. They may not save recipes. They may not like to try new restaurants or foods.

Hearty and light eaters sometimes misunderstand each other. Hearty eaters sometimes think light eaters deny themselves pleasure, but actually light eaters are people who do not derive great pleasure from eating. Light eaters sometimes think hearty eaters lack self-control, but actually hearty eating does not imply a general lack of self-control.

(2) Since you scored high on need for family, you may have a STRONG NEED FOR FAMILY. Words or phrases that may describe you include family person, doting or devoted parent, embraces family values, enjoys child rearing, domestic, and perhaps nurturing.

Many family people put their family first, before their career and own pleasure. They arrange their schedule so they can spend significant time at home raising a family. They are willing to make significant sacrifices for their family. They eat together, discuss their day with each other, and take vacations together.

Many family people miss and think about their family when they are away. They have a tendency to become homesick easily. When their children become grown and leave home, they may face a difficult adjustment.

Family people like raising children. They may look forward to teaching their children about life. Some [not all] seek to adopt children when their own have grown and left home. They put effort into making a home.

Some family people are motivated by a need to be needed. They like to nurture or protect people when it makes them feel they are needed. They enjoy feeling needed by their partner, 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) Since you scored high for idealism, you may have a STRONG NEED FOR SOCIAL JUSTICE. Words or phrases

that may describe you include altruistic, compassionate, do-gooder, crusader, humanitarian, high-minded, visionary, and volunteer.

Many people with a strong need for social justice support humanitarian causes. They support groups trying to improve conditions for humankind. They may support groups fighting poverty, disease, and tyranny. Like "doctors without borders," people with a strong need for social justice are concerned with all people, not just those who happen to live in their city or nation.

Many people with a strong need for social justice help the needy. They donate to charities. They volunteer their time for bake sales, hospital visits, and so on; in the example of Habitat for Humanity, they build homes for the needy. They help out neighbors who have suffered a tragedy such as an unexpected death.

Some people with a strong need for social justice treat people fairly. They support projects to protect human rights. They believe in the rule of law as an instrument for protecting rights. They are upset or even angry over violations of human rights. They may be annoyed when organizations do not work the way they are supposed to, or when leaders do not make fair or just decisions.

Humanitarians and realists tend to misunderstand each other. Humanitarians think realists lack compassion. Realists think humanitarians are dreamers.

(4) Since you scored low for independence, you may have a **STRONG NEED FOR INTERDEPENDENT RELATIONSHIPS**. Many interdependent people are team players with a strong sense of community. They tend to be proud of their need for other people.

Many interdependent dislike displays of individuality. They tend to conform to group standards. They usually will go along, to get along.

When cast in a leadership role, interdependent people like to build a consensus before initiating actions. They may be attentive to the feelings and opinions of other people. They may try to look at things by putting themselves in the other person's shoes. They may show empathy and caring for others.

Some [not all] interdependent people like to make decisions based on "intuition" or "feel" rather than on objective facts. They enjoy letting go and losing themselves in a stream of consciousness, feelings, and mind-body harmony. They may be fascinated by mystical experiences such as the "zone" in athletics. In order to renew themselves, they may need what might appear to some as touchy-feely experiences.

Independent and interdependent people sometimes misunderstand each other. Independent people sometimes think interdependent people are weak willed, when actually their will is closeness to others. Interdependent people think independent people are proud, when actually they just value self-reliance.

(5) Since you scored high for power, you may have a **STRONG NEED FOR INFLUENCE**. This need manifests itself as desires for leadership, achievement, or construction.

People with a strong need for influence are willful. They have powerful personalities. They are determined, intense, and single-minded.

People with a strong need for influence are assertive. They may stand up for their beliefs. They may give voice to their opinions. They may be quick to offer guidance and advice to friends and acquaintances.

Many people with a strong need for influence seek leadership roles. They have a tendency to take charge. They may like to be the decision maker at home, a supervisor or boss at work, and/or an advisor to their friends. They

might enjoy being captain of their team.

Many people with a strong need for influence are ambitious. Their achievement goals may dominate their lives. They may be prepared to work very long hours and set aside almost everything else in their life. Some are all business; they may have little time for small talk.

Some [not all] people with a need for influence enjoy creating things. They may like to construct physical buildings, create works of art or compositions, or start new businesses, organizations or clubs. They may enjoy creating a poem, book, or original screenplay.

Some [not all] people with a need for influence are loud, perhaps without realizing it. They may yell their advice to other people. They may talk loudly so people not part of the conversation will overhear their opinion.

Willful and nondirective people sometimes misunderstand each other. Willful people think non-directive people lack ambition. Non-directive people think willful people need to take time off from work to stop and smell the roses.

(6) Since you scored low for order, you may have a **STRONG NEED FOR FLEXIBILITY**. You may dislike trying to match your behavior to pre-determined molds.

People with a strong need for flexibility experience order as confining. They dislike having to conform their behavior to rules, schedules, or plans. Their clothes may be wrinkled; their car may be filled with clutter; and they may have a basement filled with junk thrown all over the place. They may not even notice when their room is a mess or dirty dishes are in the sink. They may feel uncomfortable when visiting an immaculately clean home.

People with a strong need for flexibility value improvisation and spontaneity. They have a tendency to do things with little or minimal preparation. As businesspeople, they like to jump into new projects, learning what they are doing as they go along. As speakers, they have a propensity to just start talking without having first outlined in any detail what it is they are going to say.

People with a strong need for flexibility like to keep their options open for as long as they can. They dislike plans. They may give little thought to where they are headed in life. As the saying goes, they "follow their nose."

People with a strong need for flexibility take pride in their ability to adapt. When things are not going as expected, or when they experience stress, they are quick to switch to something else. Their game plans are not etched in stone.

Some people with a strong need for flexibility have a tendency to go in more than one direction at once. They may think it is impressive to be engaged in multiple activities. They may have a tendency, however, to be spread too thin. They may tend to start a new project before they finish the last one.

People with a strong need for flexibility focus on the essence of a matter. They tend to focus on the "big picture." They often [not always] pay little attention to details. They often view details as trifles.

Flexible and orderly people misunderstand each other. Flexible people think orderly people are focused too much on unimportant details. Orderly people think flexible people are inefficient and in need of help to organize their lives.

(7) You may have a **WEAK NEED FOR PHYSICAL ACTIVITY**. In other words, you may be an inactive person. You may not enjoy motion or moving your muscles.

Inactive people conserve physical energy. Instead of walking to a store a short distance away, for example, they ride. Vigorous workouts are a struggle for them. They lack physical stamina and endurance.

Some people with a weak need for physical activity fall into a sedentary lifestyle in adulthood. They may work at desk jobs, watch a lot of television, read books, or lay around the house. Words or phrases that may describe them are inactive, slow-paced, couch potato, and possibly non-athletic.

Some people with a weak need for physical activity are overweight. Lack of exercise is a significant long-term cause of obesity. When trying to lose weight, these people have difficulty sticking with an exercise regimen over the long haul because they intrinsically dislike exercising.

Unfit and fit people misunderstand each other. Unfit people think fit people overdo it. Fit people think unfit people are lazy.

(8) The results of the Reiss Profile suggest that you may have a WEAK NEED FOR ROMANCE.

Many people with a weak need for romance rarely look for opportunities. They may tolerate long periods of abstinence from sex. They may be faithful to one partner or not have a partner. They may fantasize about sex only infrequently. They may not notice many romantic cues given by other people. They may devote little time and energy to finding romantic partners. They may be uncomfortable when potential partners flirt with them.

These individuals may believe in platonic love. They may enjoy relationships without physical involvement.

Some people with a weak need for romance may be inattentive to their physical attractiveness. They may be overweight, dress plainly, and not take care of themselves.

Some [not all] people with a weak need for romance may dislike certain aspects of sex. They may think sex is dirty. They may be turned off by certain parts of the body or sex act.

(9) 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.

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	0.71	Average	Order	-1.10 (6)	Weak
Curiosity	0.47	Average	Physical Exercise	-1.40 (7)	Weak
Eating	-0.87 (1)	Weak	Romance	-1.27 (8)	Weak
Family	0.88 (2)	Strong	Saving	0.65	Average
Honor	0.76	Average	Social Contact	1.16 (9)	Strong
Idealism	1.16 (3)	Strong	Status	-0.62	Average
Independence	-1.37 (4)	Weak	Tranquility	-0.53	Average
Power	1.00 (5)	Strong	Vengeance	0.05	Average

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