

# SIGNATURE-ZUSAMMENFASSUNG

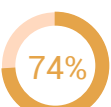
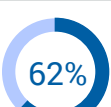
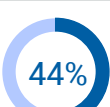
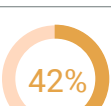
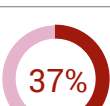
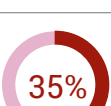
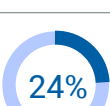
JOHN Q. PUBLIC



## BIRKMAN-KOMPONENTENTEN

|                                                                                                                                                             |                                                                                                                                                                 |                                                                                                                                                                  |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  <b>Soziale Energie</b><br><b>Normalverhalten</b> 38 <b>Bedürfnisse</b> 17 |  <b>Körperliche Energie</b><br><b>Normalverhalten</b> 76 <b>Bedürfnisse</b> 41 |  <b>Emotionale Energie</b><br><b>Normalverhalten</b> 64 <b>Bedürfnisse</b> 64 |
|  <b>Bewusstheit</b><br><b>Normalverhalten</b> 21 <b>Bedürfnisse</b> 14     |  <b>Bestimmtheit</b><br><b>Normalverhalten</b> 87 <b>Bedürfnisse</b> 75        |  <b>Beharrlichkeit</b><br><b>Normalverhalten</b> 76 <b>Bedürfnisse</b> 42     |
|  <b>Anreize</b><br><b>Normalverhalten</b> 71 <b>Bedürfnisse</b> 34         |  <b>Ruhelosigkeit</b><br><b>Normalverhalten</b> 90 <b>Bedürfnisse</b> 6        |  <b>Nachdenken</b><br><b>Normalverhalten</b> 62 <b>Bedürfnisse</b> 62         |

## BIRKMAN-INTERESSEN

|                                                                                                            |                                                                                                             |
|------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------|
|  <b>82% Sozialwesen</b> |  <b>76% Überzeugen</b>   |
|  <b>74% Zahlen</b>      |  <b>66% Technik</b>      |
|  <b>62% Kunst</b>       |  <b>44% Musik</b>        |
|  <b>42% Verwaltung</b>  |  <b>37% Wissenschaft</b> |
|  <b>35% Natur</b>       |  <b>24% Literatur</b>    |

## BIRKMAN DIAGRAMM

