



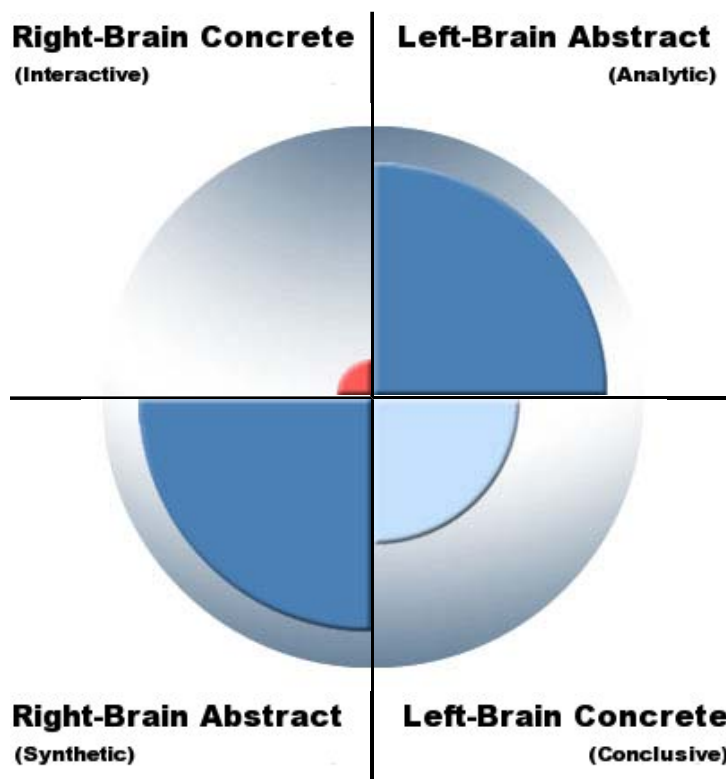
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What Kind of Thinker Are You?



Kelly Johnson, You are an Analytical Visionary

You know how to mix the "how" and the "why."



- Primary**
This mode of thinking is used primarily and at times, exclusively.
- Secondary**
This mode of thinking is consciously chosen to adapt to situations as they arise.
- Avoid**
This is the mode of thinking which an individual tends to avoid.

[Description of the 4 Quadrants](#) | [Print Report](#) | [eMail to a Friend](#) | [Feedback](#)

Your Communication Style

Understanding the Big Picture

Thinking and processing! That's what you love to do the most. Ideas and options are what you're always creating. Once something seems concrete, structured and complete, you have a way of coming up with a creative option that changes the whole and leads to a better building process.

Most of the time you are very uncanny about seeing and understanding the big picture. Yes, you're a holistic thinker that is always asking the question "How?" Everything, including the smallest detail, needs to be woven into

a framework to answer your question of "How?" Not one step can be taken until you know how that step fits into the whole. These are some of many reasons why people refer to you as a visionary.

How You Think

Your thinking process is mostly intuitive and analogic. However, you do use facts and logic to back up your intuitive thought processing. When you weave these processes together, you're constantly challenging logical and scientific thought. You seem to stretch the facts to create a new theory or develop a synthetic way of tying different theories together. This optional way of thinking energizes your thought processes while at the same time focuses your energy on the facts in specific, yet different, ways.

Dynamic Creativity

Change, particularly in ideas, is never-ending for you. What you're enthusiastic about today may not be the focus of your energy in a week, a month or year. People that know you see a dynamic stream of consciousness which, given the right amount of time and people support, develops idealistic and artistic themes into living and creative realities. It makes no difference whether they are software programs, pieces of art, strategies for corporations or new, holistic developments for organic gardening.

There is no timeline or deadline for your accomplishments. They are never-ending because you will go back and transform them if they evolve into a different whole within you. That is why in school or at work you procrastinate until the last moment to finish a paper, an assignment or a project. If you do the work early, you'll have to go back and change it completely because you'll see it in a different contextual whole at the time when it is due. So, why redo it?

Shifting to Logical Thinking

Sometimes, you'll leave these creative and optional way of thinking to become extremely logical, rational and serial in your thought patterns and work. During this time, you'll be very analytical, and you will develop critical thoughts and strategies. You'll insist that ideas have factual, underlying assumptions before they can be made into strategies.

You'll be capable of critiquing and changing your own creative theories and plans. Persons that are participating in this change with you will be taken aback by your honest and thorough examinations, your attention to analytic detail and your sudden need to meet timelines punctually.

Every so often, paradoxical thoughts attract you. Most people avoid them. You seem curious and comfortable with them. That's because, once again, your need for creative and optional thinking doesn't have to be tied consistently together with logic and factual data.

Exploring Options

You're attracted to the unknown more than the known. You're drawn to what's unusual about something rather than what is typical about it. If it's strange or way out there, you'll want to know and read about it. You may take an idea from this and apply it in some practical way.

As a scientist or scholar, you have a bent towards the artistic side. What other people see as facts, you may see as shades of facts or possibilities of different facts. It's the development and the creation of new ideas and new ways of looking at something that excites you. That's because your world is the world of possibilities and visions.

Thinking of the Future

You're always thinking about the future and you have an unusual awareness as to what may happen. What you forecast is not always logical and sometimes makes many people uncomfortable. But, if they've known you long enough, they use the awareness to be better prepared for upcoming situations or events.

People want you to share your thoughts with them. That's because your ideas and expressions usually give a different slant to a topic. Many times others look to you for your awareness or guidance about something.

How You Communicate with Others

You're an excellent communicator with individuals and small groups of three, no more than four people. You listen attentively to what people say, how they say it and what feelings are generated. When you give feedback, it is usually very sensitive and leads to further communication. You have an unusual awareness for what is happening

to the person and others that are participating. It's almost like a sixth sense. Sometimes, people distance themselves from you because of this sensitivity and your feedback.

Almost the same thing happens when you enter a room with people conversing. Without trying, you can sense the themes of the discussions and the feelings being expressed. As you join a group, people are drawn to you and have a need to express their thoughts and feelings in your presence. You seem to be a natural facilitator for communication on all levels.

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Communication Tips

People who have a predominantly **Left-brain Abstract** thinking style thrive on careful analysis of all pertinent factors before making any decisions. Their style is naturally systematic and detail-oriented, characterized by the pursuit of logic, predictability and discipline. They may appear distant and aloof at times, as they prefer to listen rather than talk. They tend to stick to the rules and stay within the confines of their orderly world.

When communicating with a **Left-brain Abstract** person, you are likely to experience the following characteristics:

- You might find their passion for logical analysis to be ponderous or overly pedantic at times, but if you keep an open mind, their conclusions could be beneficial to you.
- In situations where you must collaborate on a project or a plan, their tendency to stick to the rules can be limiting to your own creative visions. Present your optional ideas as logical alternatives worthy of consideration.
- They may appear distant and aloof at times, as they prefer to listen rather than talk. Don't take this personally or assume they're arrogant. Remember that they're absorbing and processing information before they render an opinion.
- They can be a valuable source of background or historical information, which you sometimes tend to overlook while you aim for the "big picture." Nevertheless, expect them to provide more details than you might care for.

People who have a predominantly **Right-brain Concrete** thinking style thrive on interacting with people and being the center of attention. They inspire others with their charm and warm personality. They can read other people very easily and use their intuitive skills to adapt effortlessly to changing situations. They are excellent at exciting and persuading others to follow their suggestions. They often speak without spending too much time thinking about what to say.

When communicating with a **Right-brain Concrete** person, you are likely to experience the following characteristics:

- At times, you might find their ebullient need to be the center of attention to be overpowering or annoying.
- Like therapists, they can sometimes encourage you to open up and confide with them about personal problems or concerns you have. You're usually okay with this, as long as they don't pry too deeply or push their solutions too strongly.
- As much as you think before you speak, they think by speaking. They are excellent at exciting and persuading others to follow their suggestions.
- Even if they don't take logic or factual data into account, they may come up with innovative or imaginative ideas that are worthy of your consideration.
- Since you both like to come up with ideas, the verbal interaction can be both personally rewarding and productive. They may not share your visionary creativity, but they often have an intuitive sense of what is most suited for you.

- They can sometimes seem manipulative in getting their way. While you might find their personal charm and charisma irresistible, don't allow yourself to be swayed in a direction that you know is not right for you.

People who have a predominantly **Left-brain Concrete** thinking style are action-oriented and thrive on challenge. As movers of people and organizations, they enforce rules, focus on goals, meet deadlines, and demand immediate action. They typically avoid getting bogged down in details and want to go directly to the bottom line. They prefer short and easy action-items or conclusions. They are decisive people who want to get things done quickly and efficiently.

When communicating with a **Left-brain Concrete** person, you are likely to experience the following characteristics:

- You might find their style at times overbearing or in some cases, even intimidating. As a result, you're likely to interact with them only as much as absolutely necessary.
- When it comes to solving problems, they view feelings or abstract concepts as intrusions that prevent them from reaching a firm conclusion. You'd be better off not allowing your feelings to become too much of an issue.
- On the other hand, your feelings about certain situations are paramount to your comfort level, so don't be afraid to let them know how important that is to you.
- There might be times that you will feel they are pushing too hard to get you to make a final decision. On the other hand, you might be struggling with all the options you're considering and could benefit from their decisive nature.
- Don't be offended by their direct talk if it seems abrupt ♦ they are goal-oriented people who know how to get things done.

When communicating with another **Left-brain Concrete**, you are likely to experience the following characteristics:

- Like you, they tend to be visionary thinkers who look at the big picture and try to understand how things relate to each other.
- They value creative, inspirational options as much as you do. They can usually provide interesting alternatives that would be worth your while to consider. At times, however, you might become a bit irritated with their tendency to go off on tangents when you're trying to focus on a particular issue of concern.
- With the tendency you both have to procrastinate while exploring your options, one of you will need to refocus your energies on making a decision when the need to accomplish something arises.
- You are both open-minded and feelings-oriented. Together, you are likely to create a relaxed, low-key atmosphere based on trust and good rapport.
- Remember to be patient with their quiet, reflective nature; just like you, they may be thinking of other options that are more suitable for you or for themselves.
- Ultimately, you both need to feel comfortable with how your decisions fit into your world.

Stresses

Using the Interactor style can create stress for you. Yes, you can use it for short periods of time as a learning or production tool. But, the longer you use it, the more stressed you become. Your energy-focus, which accesses this particular process, may be blocked sometimes. It's as if you have a blind spot in this part of your repertoire. You just don't like to have to use it as a primary tool. The following is what may create stress for you if used for more than short time periods:

- Using personal, interactive dialogue as a primary tool
- Wanting people to always be expressive, personal and humorous
- Enjoying being charismatic and craving the center of attention
- Needing to always be creative, innovative and humorous with others
- Using dynamic and multi-sensory methods (touch, etc.) when relating to others

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Ask a friend, family member, or colleague to take the assessment and compare their results with yours. You will be able to understand each other like never before.

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