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# Clear Direction

*Personal Profile Report*

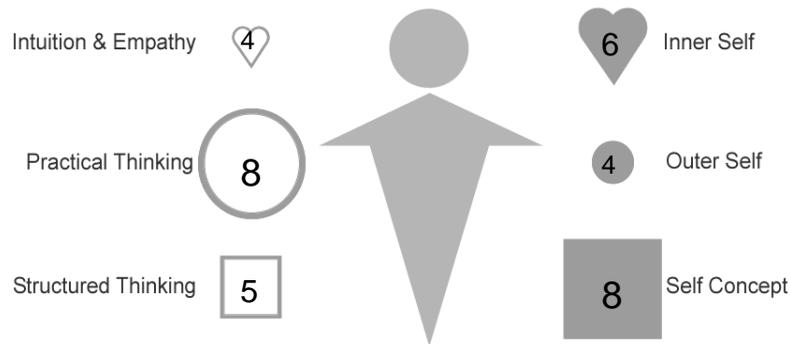
Mr. Sample Customer  
September 25, 2006

v1.3.4

Dear Sample,

Everyone who takes the Hartman-Kinsel Profile is curious about their results. "It was unlike anything I've ever taken before. What can it tell about me?" "How do I compare to others?" "Will my report give me practical suggestions?" Rest assured, your results indicate that you, Sample, are like everyone else; you have thinking biases, your biases are more extreme when you are in stressful situations, and you have some significant strengths upon which you can rely.

Here is a pictorial representation of your profile scores. You'll notice you have different sized icons with different numbers from 1 to 10 (6 is the "ideal score"). Your score pattern explains why you do or say things that once you are away from the situation and have had time to think about it, you realize you should not have said or done what you did. Detailed explanations of your scores are in Sections II and III of this report.



Set aside time over the next week to read your entire report. All but three pages contain information that is personal to you, so if you skip a page you will be missing something that was included based on your profile answers.

As with all validated assessments, the Hartman-Kinsel Profile has a reliability index that indicates the accuracy of your report. Your profile answers indicate that your report is reliable, which means that most of what this report says is accurate and should be very helpful to you.

Our desire is that this report will help you better recognize, develop, and use your strengths with confidence. We also hope that it will assist you in achieving greater success, more enriching personal relationships and deeper meaning in your life. We welcome your feedback and would love to hear your future success stories!

Dr. Robert Kinsel Smith  
Clear Direction, Inc.

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# INTRODUCTION

## Your Personal Profile Report

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Sample, by taking the Hartman-Kinsel Profile you have joined tens of thousands of people from more than 25 cultures who have benefited from this process over the last 40 years. What lies before you in this report is both unique and significant.

### The Hartman-Kinsel Profile

The Hartman-Kinsel Profile is not an intelligence test, a personality test, or an aptitude test; rather the profile is a description of how you think. Science has confirmed that we think in habitual patterns, which both help and hinder us in making good judgments and excellent decisions.

The Hartman-Kinsel Profile is based on the science of formal axiology. This science was formalized and introduced in 1955 by Dr. Robert S. Hartman, who was nominated for the Nobel Prize for his work in 1973. Using transfinite calculus (one of the first mathematical tools to predict chaos theory), Hartman found there were consistent, measurable patterns in our complex thought processes. He created the Hartman Value Profile (owned by the Robert S. Hartman Institute at the University of Tennessee) as a way to map the patterns of how a person thinks and habitually makes decisions. In the late 1980's, Dr. Robert Smith developed the Kinsel portion of the profile. He added tasks to Dr. Hartman's Profile to improve the Profile's reliability. Over the past six years, Dr. Smith has validated this instrument and titled it the Hartman-Kinsel Profile.

Axiology is the science of thinking. Specifically, axiologists study how people determine the choices they make and identify the patterns of how individuals evaluate people, situations, and themselves. Axiologists have identified more than 15 million valid ways people think and make decisions. We also know that we have over 40,000 thoughts per day. Most of these thoughts are random, repetitive or irrelevant. Recent research has confirmed people only exercise reflective choice in five percent of the decisions they make. That means that 95% of our decisions are made from habit, without reflection. Axiology reveals our patterns of thinking – our thinking habits. These patterns involve filtering, processing, storing and analyzing data. They include thinking about situations, discerning the different characteristics of things, making judgments and making choices.

# Your Personal Profile Report

This Personal Profile Report is about how you think, and is broken down into five sections.

Section I: An overview of the six thinking centers that make up the parts of your brain where decisions are made.

Section II: An explanation of how you think using the six thinking centers.

Section III: A review of some of the different ways your thinking centers interact with one another.

Section IV: A description of how you use and do not use your six thinking centers when under stress, and how stress increases your likelihood of having poor judgment.

Section V: Recommendations on how to use your report, and answers to common questions about axiology and the profile.

As with any report, your Personal Profile Report is not a complete description of who you are and should not be considered infallible. Rather, it is an indicator of the different perspectives you use to make decisions, what drives you and how you are likely to think when under stress. This report was designed to help you know yourself more accurately and benefit from more balanced thinking. The recommendations are designed to provide insight into how you can:

1. **Make Better Choices:** How you can make better decisions and reduce the negative effects of your thinking biases.
2. **Have Fewer Conflicts:** How you can reduce the likelihood that you will misunderstand others, and how you can be more aware of the different causes of problems or differences.
3. **Gain Clear Direction:** How you can increase your awareness and develop strategies of how to be more effective when you're under stress.



The recommendations and suggestions in this report have been specifically selected for you, Sample, in light of your profile and will be designated with a check mark.

# SECTION I

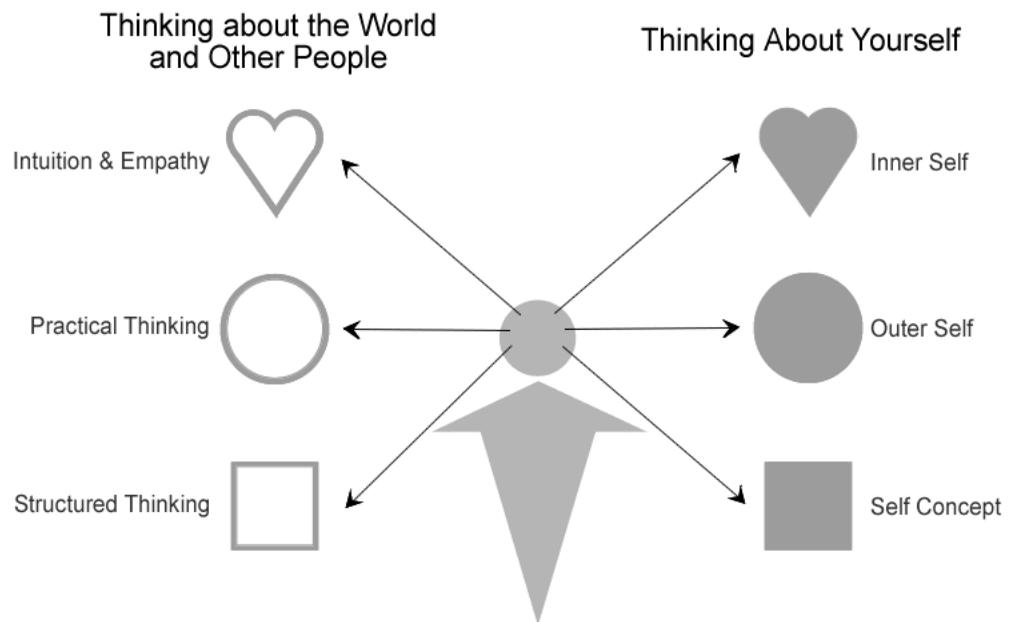
## How We Think - The Six Thinking Centers

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We think, make decisions, and reach conclusions with our brains. Our brains include six different thinking centers that work both independently and interact with each other. This section describes these thinking centers, how they handle various responsibilities, and how they make it possible for us to see and hear, as well as, think about and understand different aspects of the world, other people, and ourselves.

Each of the six thinking centers looks at things in its own way. To understand your thinking, Sample, you will need to know the six different ways that you can think about or know things. We have named each of these thinking centers according to their characteristics and perspectives.

When we think about and make decisions about the world and other people, we use the three thinking centers that we call: intuition & empathy, practical thinking, and structured thinking. The three centers we use to think about ourselves are called: inner self, outer self, and self concept.



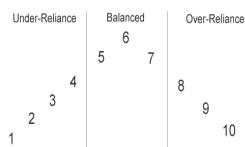
## SECTION II

### How You Think - Your Thinking Profile

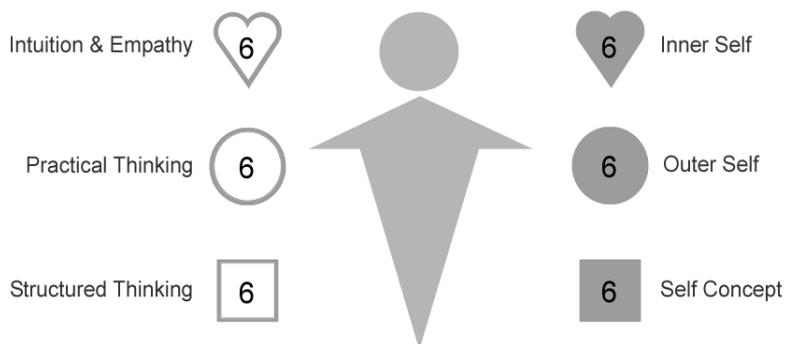
Six thinking centers make up the part of the brain that you use when making decisions. Each center is assigned a number between 1 and 10 to indicate how much and how clearly you use the thinking center (the scoring system is described in the Appendix of this report). The number 6 indicates a balanced and accurate perspective.

#### The Perfect Thinker's Profile

No one uses all six of their thinking centers in perfect balance. If there were a perfectly balanced thinker, the profile image would look like this:

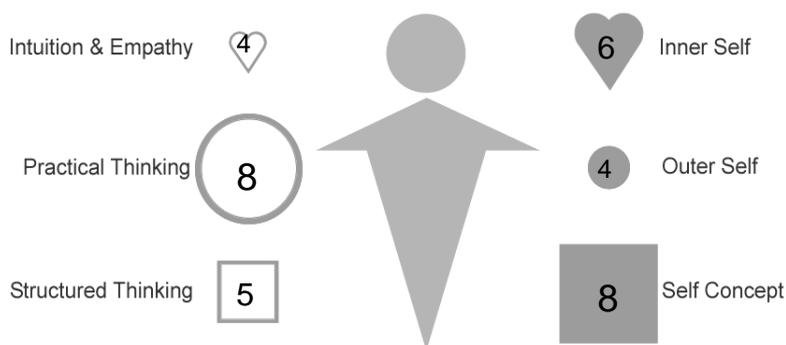


*Refer to the Appendix for details of the numeric scoring system*



#### Your Thinking Profile

Sample, here is an image of your thinking profile. The thinking centers you use most have the highest numbers and largest images. The thinking centers you use least have lower numbers and smaller images. The relationships among your thinking centers are described in Section III of this report.



## SECTION IV

### How You Think - Your Stress Profile

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Everyone's thinking is limited when they are under stress. It is important to know specifically how your thinking, Sample, is affected when you are under a lot of pressure. When we are under stress, we use a limited number of thinking centers. This causes us to misinterpret what is going on, make errors in judgment, or ignore important factors. We often feel very strongly about our positions and conclusions, only to realize later how limited our perspective really was.

#### Examples of Stressful Situations

##### At Home

- Taking care of little children all day long
- Coming home exhausted at the end of a long, hard day
- Taking care of a sick parent or loved one
- Not being able to help a loved one

##### In Relationships

- Confronting another person face to face
- Having to defend your position when attacked
- Doing something for someone you admire greatly
- Having to disappoint a friend
- Turmoil or uncertainty in a close, personal relationship

##### At Work or School

- Having to perform well when others depend on you
- Having to make a decision when you only have a few facts
- Speaking in front of a large group of people
- Being in a boring job for a number of months
- Facing an important project or test

##### In General

- Having very little time to get ready for something
- Something you need breaks when you go to use it
- Being on the witness stand in a court of law
- Being out of work or having financial pressures
- Waiting for the results of medical tests

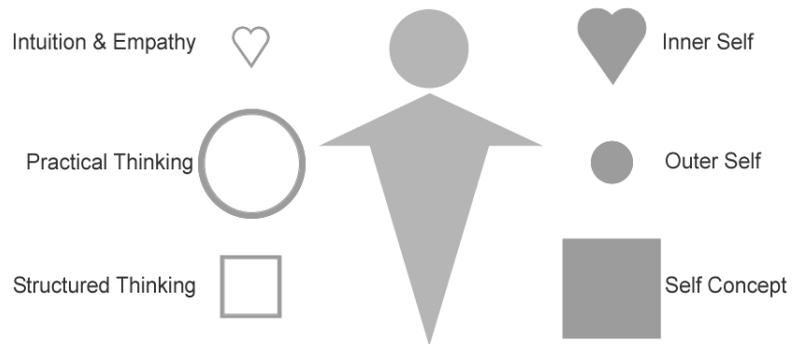
*"Stress affects our body's chemistry in several ways; our immune system is impaired, we lose our peripheral vision, and we lose our ability to think broadly."*

# Your Stress Profile

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## Your Thinking Profile

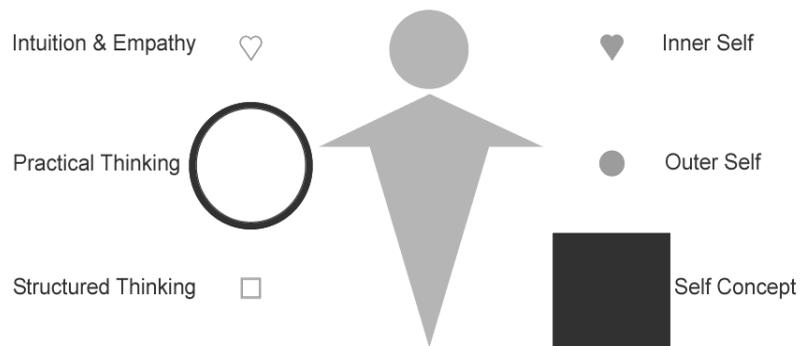
How you use the six thinking centers on a regular basis is represented by this image. This is the same image that was explained in Section II of this report. It represents how you were thinking when you took the Hartman-Kinsel Profile. We have included it here so you can compare it to your "Stress Profile" below.



*Notice the differences in size between the two diagrams. These differences are explained on the following pages.*

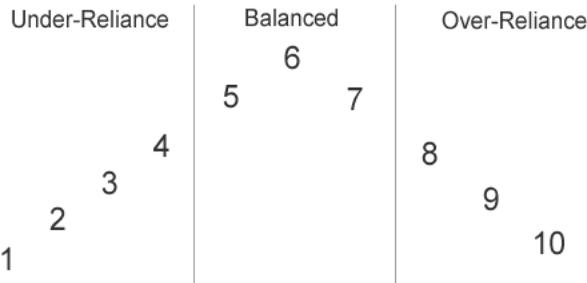
## Your Stress Profile

The image below represents how you, Sample, most habitually use your six thinking centers when you are under stress. When you are under stress your thinking biases become more extreme. This increases the likelihood that you will do things that you will regret later because you are thinking about the situation from such a limited perspective.



# The Scoring System

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## **Under-Reliance (1-4)**

These are the thinking centers that you do not rely upon on a daily basis. Your under-reliance on these centers causes you to miss seeing the good or value in these things. These are the perspectives or characteristics that you ignore, have a cautious attitude about, or do not concern yourself with.

An example of this kind of thinking error is a father who does not rely enough upon the empathic aspects (love, personal time, or feelings) of his relationship with his daughter. Therefore, he misses the importance of her feelings and the things she values.

## **Balanced (5-7)**

Scores in this range indicate very clear judgment and a strong ability to think clearly with these thinking centers. A score of 5 indicates general caution mixed with this ability. A score of 6 indicates a balanced orientation. A score of 7 indicates optimism and a preference toward these things.

## **Over-Reliance (8-10)**

These thinking centers are the ones you rely upon too much. When you are thinking, evaluating, and making decisions, you are always looking at things in these ways. This orientation causes you to believe that it is appropriate or right to approach situations from these perspectives when other ways of thinking are really more accurate or appropriate.

In the example of the father and daughter, the busy father never pays attention to what his teenage daughter cares about. He wants her to feel that he loves her so he buys her a new car. In this case, the father is overly-reliant on his practical thinking and he's not thinking with the empathy & intuition part of his brain. The result is that he does something that signifies love to him, but it does not mean the same thing to his daughter.

**Notice:** This is a sample report, only selected pages have been included. This report is normally greater than 40 pages in length.