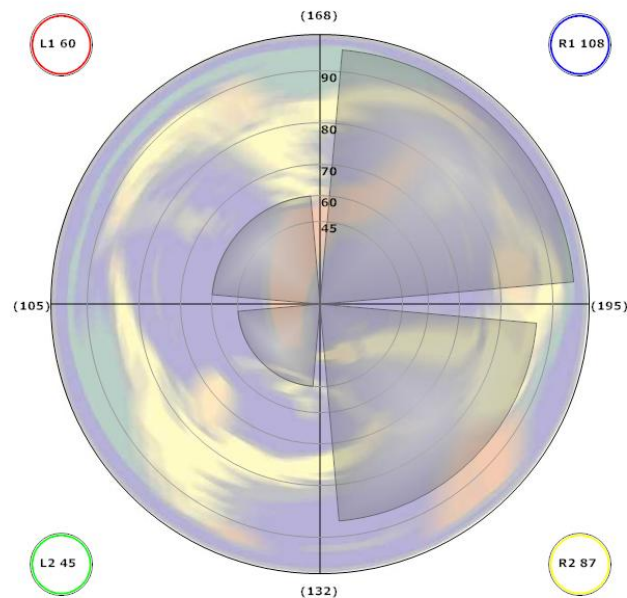


# NBI

## NEETHLING BRAIN INSTRUMENTS



The **NBI General Adult** profile identifies the *thinking preferences* that shape the way individuals live and work. Advantages of understanding one's thinking profile include awareness of and sensitivity to the preferences of others, developing better relationships, improving team functioning, and making effective decisions. This profile is also helpful in recruiting people with the right profile needed for the position and aligning people with work at which they will excel and be productive.

### The Four Quadrants Explained

#### L1 Realist/Analyst (*Top left quadrant*)

- L1 thinkers often fulfill financial, analytical, technical or research functions. They are often objective, realistic people who like to dig deeper to find the essence of problems and solutions. They like to do things well, to avoid mistakes and to focus on the job at hand.
- L1 thinkers are needed by organizations to be able to function well.

#### L2 Preserver/Organizer (*Bottom left quadrant*)

- L2 thinkers are usually doers who prefer to follow procedures or a systematic approach. They are often organizers, are reliable and will persevere with a task.
- L2 thinkers are important to organizations as administrators, organizers and implementers.

#### R2 Socializer/Empathizer (*Bottom right quadrant*)

- R2 thinkers are often people focused, caring, sensitive and team players.
- R2 thinkers are important to organizations as communicators, in client service and as negotiators.

#### R1 Strategist/Imagineer (*Top right quadrant*)

- R1 thinkers prefer big picture thinking, to probe and question, to function in more unstructured environments and to sometimes take risks.
- R1 thinkers often function as strategists, designers, trendsetters and entrepreneurs.