



Charting Your Brain Operating System – Worksheet

Circle the number that most closely represents your feelings about yourself. If you see yourself as being closer to a trait on one of the ends, circle a number at that end. If you're an in-between, circle a number in the middle. You may use any number from 0 to 10, but circle just one number for each question. There are no right or wrong answers – only *your* answers.

Do you see yourself as more...

- | | | | | | | | | | | | | |
|---------------------------|---|---|---|---|---|---|---|---|---|---|----|-------------------------|
| 1. Funny | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | Serious |
| 2. Sophisticated | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | Down to Earth |
| 3. Boring | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | Exciting |
| 4. Saver | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | Spender |
| 5. Critical | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | Forgiving |
| 6. Easygoing | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | Intense |
| 7. Outgoing | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | Shy |
| 8. Expect the best | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | Expect the worst |
| 9. Cautious | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | Adventurous |
| 10. Predictable | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | Spontaneous |

Charting Your Brain Operating System – Score Sheet

All done? Good. Now, lets figure your score. First, transfer your scores to the following sheet and add 40 at the end.

Step#1: Add the following scores

Number from Question #2 _____

Number from Question #3 _____

Number from Question #4 _____

Number from Question #5 _____

Number from Question #9 _____

Number from Question #10 _____

Add 40

STEP #1 TOTAL = _____

Step#2: Add the following scores

Number from Question #1 _____

Number from Question #6 _____

Number from Question #7 _____

Number from Question #8 _____

STEP #2 TOTAL = _____

Step#3: Calculate your final score

Take (STEP #1 TOTAL) minus (STEP #2 TOTAL) = ____ FINAL SCORE

Charting Your Brain Operating System – Results

Score 0 – 56: The Realist

You're the practical type, and you're in good company. Surveys have found that nearly half of all those in corporate management ranks are Realists. As a Realist, you have a talent for taking a vision and exploiting it. You view the world as a balance sheet. You see ideas as collections of positives and negatives. You're good at spotting snags, clearing hurdles, and locating land mines.

You tend to be bright or at least see yourself as smarter than others. When it comes to dealing with day-to-day realities, you are much better equipped than Dreamers.

It's difficult for you to detach yourself from the actualities of the "real world" and, consequently, your most creative ideas are "bottled up," suppressed for fear that they're not sufficiently practical.

The Realist's Preferred Creative Approach

You prefer "er" ideas: that is, ideas that are variations on current and familiar themes – such as clean"er" soap, fast"er" cars, and green"er" grass. You have an ability to grasp the issues. You are at your most creative when dealing on an incremental level, using direct stimuli. See it, feel it, touch it. You are at your best when reacting to thoughts.

Jump-starting the brains of Realists

- Be spontaneous. Just do it. Treat yourself to a day or an hour or even a quick ten minutes of free-spirited childlike frolicking from time to time. You may just like it.
- Spend a day with a five year old. Actually talk, listen, and play with the child, on the child's level. Look at the world through a child's eyes and you'll recapture part of yourself.
- Your eye for flaws can be a barrier to open-ended creativity. Be careful not to get caught up in nay-saying. Give newborn ideas time to develop. Remember *The Little Engine That Could?* *I think you can. I think you can. I think you can.*
- Get out of your room, hit the pavement, and scope out the situation. Your strong practical style can cause you to lose touch with the real world.

Listening, listening and then listening some more to other people will bring new stimuli and ideas on which you can build.

- You can make things happen!!! Feel good about yourself. If you are hesitant about opening yourself up to the new and the bold, align yourself with a Dreamer and a Builder. You'll shoot straight for the top.

Charting Your Brain Operating System – Results

Score 57 -67: The Builder

You see in 360-degree fashion what others miss in the vast expanse of space between the Realist's practical point of view and the Dreamer's vision. You connect the dots. You're the peacemaker, the symphony conductor, the fire extinguisher. You make it possible for extremes to coexist.

You're often the creative ringleader because you see the perspectives of the Realists and the Dreamers more clearly than either one can see the other. Your Brain Operating System is blessed with creative ambidexterity. Your gift is in being able to take a raw thought and pump it up until it becomes one great big Arnold Schwarzenegger of an idea.

The Builder's Preferred Creative Approach

You lubricate, expand and refine the flow of ideas between the two creative poles. You have the innate creative ability to nurture an acorn of an idea into a full-grown oak.

Jump-starting the brains of Builders

- Be aware of complacency. Because you can see both sides, it's easy for you to straddle the middle and make no forward progress.
- Recognize that those who seem too conservative or too far out can be catalysts. At the same time, you can help them reach full potential. Think of yourself as their facilitator.
- To enhance your creative ability, borrow from the extremes of your complementary styles. Play rebound. Force yourself to think in a free-spirited, Dreamer manner. Then explore, develop, and refine your ideas using your Realist skills.
- Seek out conflict. Instead of seeing the good in everything, take a position. Play devil's advocate for both sides at the same time.

Charting Your Brain Operating System – Results

Score 68 -100: The Dreamer

You have the vision thing down pat. You stray from the beaten path, so you see what others can't. The blank page is your friend. You're at your best when you eliminate structure. You're somewhat lonely in corporations seeing as how, on the average, Dreamers comprise only 15 to 20 percent of the typical corporate workforce.

You arrive at Shangri-La by way of Botswana, Never Never Land, and Cleveland. You are caught up in the look, the feel, the elegance of an idea – hang the practical considerations. You say, "I can" where the Realist asks, "Shouldn't you reconsider?" The dark side of your force is that you tend to take off in so many different directions that you have trouble reaching a final destination. You're short on focus.

The Dreamer's Preferred Creative Approach

You can go boldly where no brain has ever gone. You're the catalyst. The spark plug. You're capable of great leaps of childlike faith. You hurtle through time and space on wings of imagination.

Jump-starting the brains of Dreamers

- Your challenge is in getting others to listen and understand your visions. To Realists, you often appear to be speaking in tongues. To enhance communication, you'll sometimes have to slow down and lead them one step at a time to where you are. Learn to build prototypes and models. If you help others see and touch your vision, you will enhance your chances for success tremendously.
- You are able to process information from several different sources simultaneously. The result is that you can go in many directions at once, which means you often end up going nowhere. To be more effective, narrow your focus. Concentrate on a specific task until it reaches completion.
- Use your people-oriented skills to evoke thoughts, reactions, and advice from Realists.
- Never, no matter how tempting it may be, reject or refuse to listen to what a Realist is saying. Use their ideas and concerns as a way to improve your dreams and even create new ideas. Remember that Realists aren't your enemy – they're a means for turning dreams into reality.