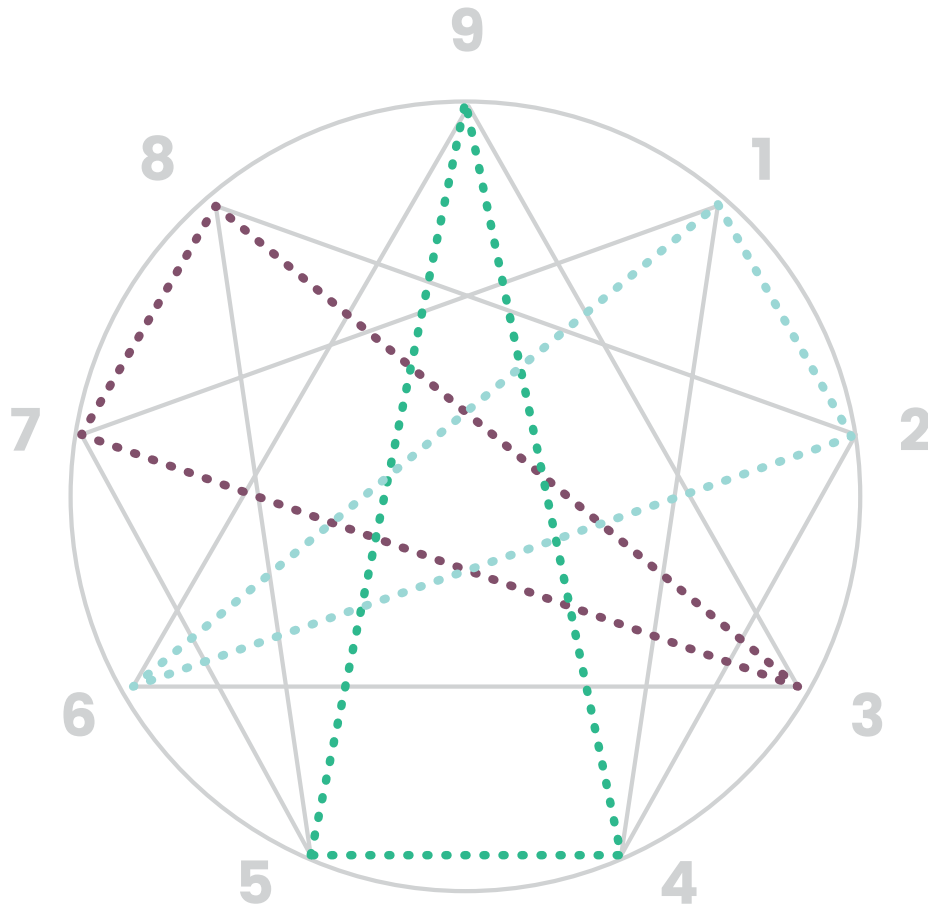


# APPENDIX

## Stances



### ASSERTIVE

This stance is also called “**moving against**” or fighting. You are most likely Type 3, 7, or 8. These three types take the direct approach. They move against what gets in the way of their pursuit of their:

- Goals (Type 3)
- Satisfaction (Type 7)
- Agenda (Type 8)

### DEPENDENT

This stance is also called “**moving toward or with**,” submitting, or giving in to others. You are most likely Type 1, 2, or 6. These three types see an external point of reference. They move toward what will help them earn:

- Righteousness & autonomy (Type 1)
- Attention & approval (Type 2)
- Safety & Security (Type 6)

### WITHDRAWING

This stance is also called “**moving away**” or keeping to oneself. You are most likely Type 4, 5, or 9. These three types go inward to find fulfillment. They move away from what triggers a sense of:

- Something lacking (Type 4)
- Personal inadequacy (Type 5)
- Distress & discomfort (Type 9)