

**Name: Bill Scott**  
**Date: 7/19/2005**  
**Comparison Norm: Sales MDR Execs**

**Anderson Consulting  
 Sabourin Inc.**

**TAIS PERCENTILE SCORES**

	Score	Percentile	0.1	2.3	15.9	50.0	84.1	97.7	99.9
Awareness	19	95%							
External Distractibility	15	30%							
Analytical / Conceptual	17	37%							
Internal Distractibility	12	34%							
Action / Focused	24	64%							
Reduced Flexibility	22	29%							
Information Processing	49	81%							
Orientation towards Rules and Risk	21	63%							
Control	48	84%							
Self-Confidence	34	96%							
Physically Competitive	18	67%							
Decision Making Style	13	33%							
Extroversion	37	93%							
Introversion	12	1%							
Expression of Ideas / Intellectually Competitive	18	52%							
Expression of Criticism & Anger	7	10%							
Expression of Support & Affection	31	99%							
Self-Critical	2	2%							
Focus Over Time	20	84%							
Performance Under Pressure	24	81%							