Disposition Matrix

Individualist



Collectivist

When placing profiles, remember that indifference is to the outside of square, compassion to the middle. Use a "general" feeling, but keep in mind that each person will fluctuate on topic that they may be more passionate or indifferent about.

Help me: Group good for my sake - most bosses.

You will help: Group good at all costs – Mother Theresa and other do-gooders.

<u>Let me help:</u> Group good starts with me – average person that will do what they want, group good if they feel like it. Cannot be pressured.

<u>Help yourself:</u> Group good comes from watching out for number one – survivalists.