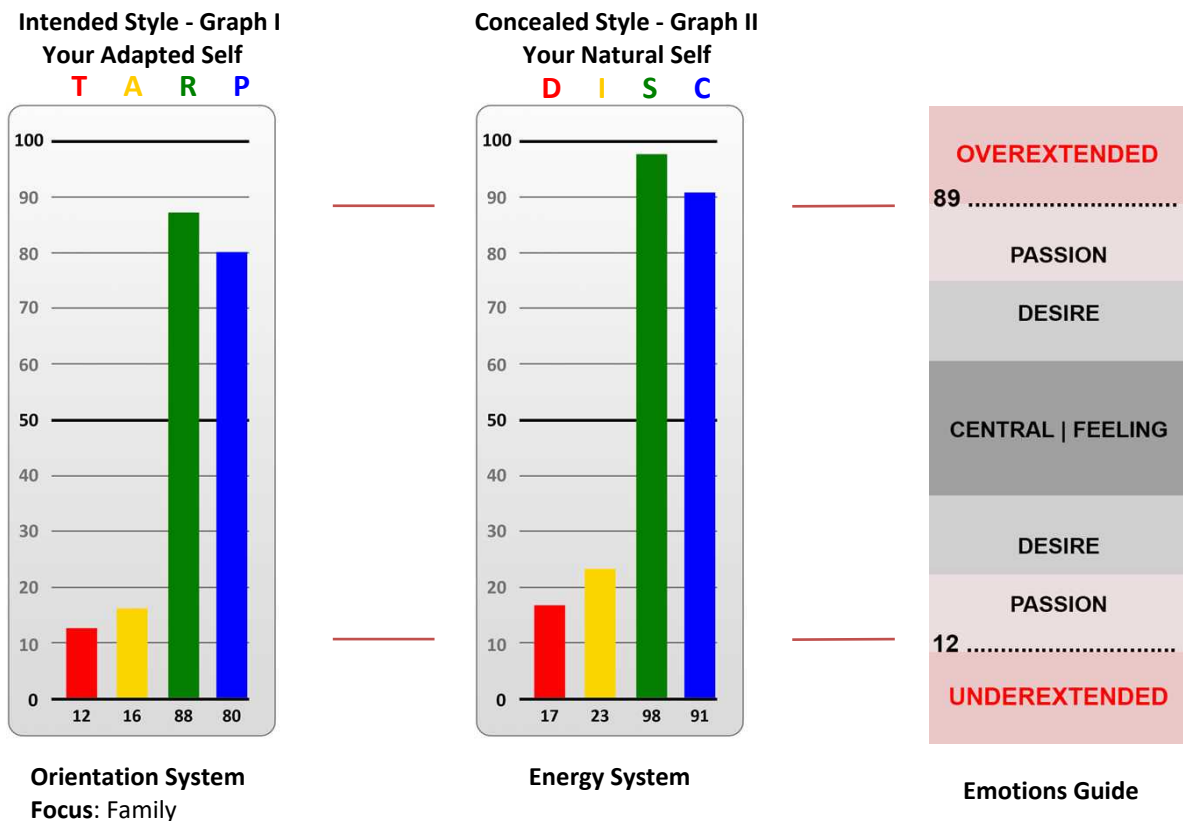


## Behavioral Graphs for Maynard Joe Mendoza

Observe the two graphs below. One is your **Concealed** (Natural Graph II) **Style** and one is your **Intended** (Adapted Graph I) **Style**. Your Intended Style is how you emotionally adapt to whatever environment you may find yourself in—it's what you are doing on purpose. Depending on the nature of the environment (work, family, social sphere), these emotions could change depending on what you believe you need to do to be successful in that environment.



**T = TAKING:** Believing that the source of all things desirable lies outside the self. Individuals with a strong taking orientation believe they must take things by force rather than receive them from others—everything is seen only for its usefulness; as a means to an end.

**A = ATTRACTING:** Believing that all people are commodities with a market price. Who you know becomes more important than what you know. The better one appears to the world, the higher their value.

**R = RESPONSIVE:** Believing that anything of value can only be received from an outside source. Never harm the hand that feeds. Losing favor with those who provide is feared.

**P = PRESERVING:** Believing that the world is a cruel, dark place that does not contain many good things. The past appears better than the future. Fears intrusion by hostile forces and thus will hunker in the bunker and preserve what is theirs.