



Understanding Myself and Others: The CARE Profile

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Life Assignment

Notice your own tendencies that seem reinforced by your CARE Profile results. Take some guesses about the personality styles of some of the people you are closest to, by noticing how they interact with you and others.

What's It To Me?

REACT: What strikes me?

DIGEST: What about it strikes me? How do I relate to this?

Feelings?

Yearnings?

APPLY: What are the implications of this in my life?

ENVISION: What long-term influence could this have?

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My CARE Profile Scores

A sample score:

Total Cooperator: 32

Total Analyzer: 26

Total Regulator: 22

Total Energizer: 22

Top score (or 2 if there is a tie): Cooperator

Second highest score (or 2 if there is a tie): Analyzer

At this moment on (this date) 8/1/2025, my CARE Profile is (top score-second score):
Cooperator-Analyzer

Total Cooperator:

Total Analyzer:

Total Regulator:

Total Energizer:

Top Score (or 2 if there is a tie):

At this moment on (this date) _____, my CARE Profile is:

(top score) (second score)

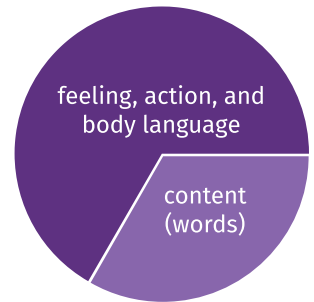
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Understanding Personality Types

Communications Experts Say:

Any live message between people is at most 30 percent content (words) and at least, 70 percent feeling, action, and body language.

The CARE Profile provides a way for you to identify how different people communicate in words versus feelings and behaviors so that you can communicate with more people in even more rewarding ways.



Understanding Areas of Behavior

CARE Profile contrasts two main behavior variables along two intersecting lines or axes:

Thinking vs. Feeling

Thinking-oriented people generally:

- Keep to themselves
- Are less verbal
- Value thought over emotion

Feeling-oriented people generally:

- Are more sociable
- Relate more than act
- Value emotion over thought

Passive vs. Assertive

Passive people tend to act:

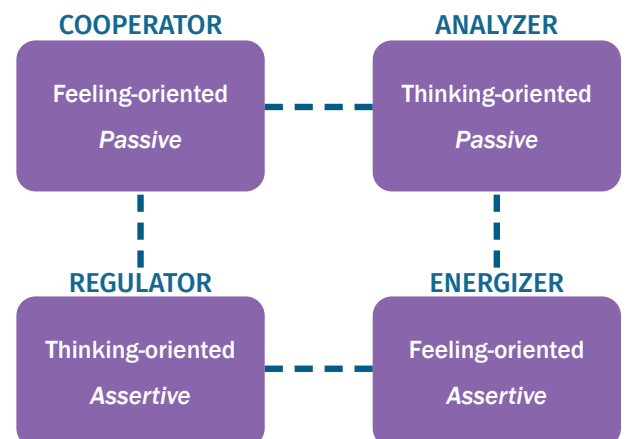
- Shy
- Submissive
- Compliant
- Indirect

Assertive people tend to act:

- Forthright
- Dominant
- Assured
- Direct

Matching Areas of Behavior to the Styles

This chart shows the basic behaviors of the four CARE personality styles.



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The Cooperator

Cooperation is the greatest strength of the Cooperator personality style.

They are the people most likely to get along with everyone and try to make sure everyone is happy.

When dealing with others, Cooperators orient themselves to feelings and tend to respond passively when it comes to problem situations.

At the same time, Cooperators are not likely to take risks. They don't want to make anyone angry. Cooperators can also be indecisive. Cooperators are generally friendly and personable, unless they are painfully shy. They may make sure that you feel special when they interact with you.



Cooperators:

Tend to not be concerned with:

- Time
- Tasks
- Productivity

Tend to care more about:

- People
- Feelings
- Listening
- Relationships

Often exhibit the following qualities:

- Openness
- Patience
- Passivity
- Willingness to listen

Generally makes others feel:

- Seen
- Heard
- Valued

When dealing with others, Cooperators orient themselves to feelings and tend to respond passively when it comes to problem situations.

Cooperator Exercises

Think of the names of characters (television, books, movies, other popular media, etc.) whose primary personality patterns can best be described as those of a Cooperator. What are your reasons for believing this?

Summary: Cooperators are great people to be around, as long as time isn't a concern. You may find that you feel the warmest toward Cooperators in your life. They tend not to be risk-takers. You'll also need to make sure your Cooperator friends and colleagues feel accepted and liked. If you are a Cooperator, you'll likely need help with staying on schedule. Getting the job done on time isn't a Cooperator's strong point.

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The Analyzer

Organization and accuracy are the greatest strengths of the Analyzer personality style.

Analysts are the people who organize the work well and understand the facts of a situation.

Analysts tend to be quiet. They may work intently, though slowly, through a project or challenge. Analysts can be counted on to follow the directions to the letter.

Finally, Analysts are not socializers. They can appear cold and distant to others. Also, like Cooperators, Analysts are not likely to take risks.



Analysts:

Tend to not be concerned with:

- Speed
- Feelings
- Friends

Tend to care more about:

- Accuracy
- Perfection
- Precision
- Security

Often exhibit the following qualities:

- Focus
- Hesitancy
- Neatness
- Shyness

Generally makes others feel:

- Secure
- Distant
- Safe

Analysts are not socializers. They can appear cold and distant to others.

Analyzer Exercises

Think of the names of characters (television, books, movies, other popular media, etc.) whose primary personality patterns can best be described as those of an Analyzer. What are your reasons for believing this?

Summary: With Analysts, you will do best to focus on consistency, facts, and methods. But don't expect them to be forthcoming. You'll also need to make sure your Analyzer friends and colleagues feel secure, and that means with consistency and sameness. If you are an Analyzer, you'll likely do best where precision counts.

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The Regulator

Getting things done is the greatest strength of the Regulator personality style.

Regulators tend to be people who take charge and make things happen. The regulator likes to organize and lead, and does it well.

Regulators are more thinking-oriented when dealing with people and generally respond assertively to problems and situations.

Regulators want to move right into action. They also need to feel like they are in control of any situation. Although they can come off as cool and confrontational, the Regulator's ability to strive for the best can make them the most rewarding people to work with.



Regulators:

Tend to not be concerned with:

- Feelings
- Analysis
- Approval
- Others

Tend to care more about:

- Doing
- Achieving
- Action
- Leading

Often exhibit the following qualities:

- Independence
- Assertiveness
- Purposefulness
- Leadership

Generally makes others feel:

- Served
- Satisfied

Regulators want to move right into action. They also need to feel like they are in control of any situation.

Regulator Exercises

Think of the names of characters (television, books, movies, other popular media, etc.) whose primary personality patterns can best be described as those of a Regulator. What are your reasons for believing this?

Summary: Regulators are leaders. Regulators want to move right into action. They also need to feel like they are in control of any situation. Although they can come off as cool and confrontational, the Regulator's ability to strive for the best can make them the most rewarding people to work with. If you are a Regulator, you may want to find some way to temper your impatience when other people have trouble making decisions.

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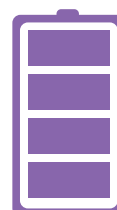
The Energizer

Enthusiasm is the greatest strength of the Energizer personality style.

They inspire and lead by believing deeply in what they say and do. Energizers are oriented toward feelings when dealing with people and respond assertively when dealing with problems.

Energizers are often creative and full of ideas. They can be enthusiastic and inspiring—they are natural in sales and service-oriented work. However, sometimes they can lose interest in things and not take deadlines and rules seriously.

They also may not take being on time seriously, which angers some people. In addition, Energizers may feel hurt, and can become angry, when they aren't getting approval from others.



Energizers:

Tend to not be concerned with:

- Deadlines
- Rules
- Goals

Tend to care more about:

- Appreciation
- Change
- Approval
- Activity
- Excitement

Often exhibit the following qualities:

- Talkative
- Creative
- Energetic
- Outgoing
- High risk-takers
- Charming
- Attention-getters

Generally makes others feel:

- Positive
- Excited
- Inspired

Energizers may feel hurt, and can become angry when they aren't getting approval from others.

Energizer Exercises

Think of the names of characters (television, books, movies, other popular media, etc.) whose primary personality patterns can best be described as those of an Energizer. What are your reasons for believing this?

Summary: Energizers are people who allow you to express your full creativity. They can also be frustrating because they don't care about time and don't understand if you can't accommodate them when they're late. You'll need to make sure your Energizer friends feel important and appreciated. If you're an Energizer, you may need to find some way to make sure you stay focused. Depending on who you're talking to, you may need to temper your enthusiasm, and talkative nature.