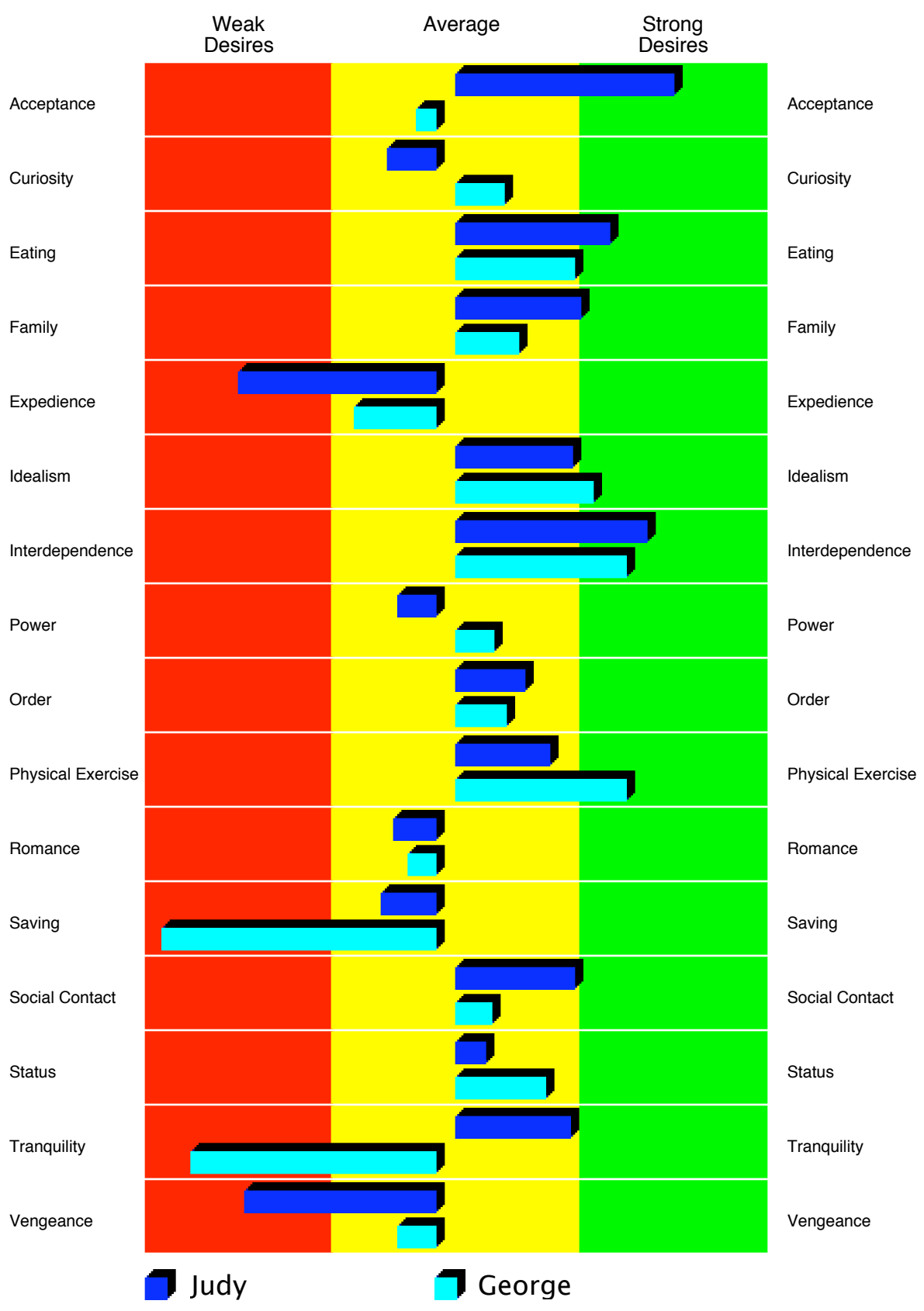


Judy and George Smith

Confidential

Reiss Relationship Profile



The Reiss Relationship Profile assesses the potentially enduring strengths and weaknesses of a romantic relationship or marriage. Although the results may be statistically valid, they are not valid in every instance. You and your partner or counselor should discuss the results and decide which ones are valid and which ones are invalid in describing your relationship.

As a practical matter, no relationship is perfect. We may love certain qualities of our partner but be frustrated with other qualities. We are often asked how many significant matches and mismatches indicate a rocky future and possible breakup. The answer is up to you: The Reiss Profile can show what attracts the partners to each other, and what motivates repeated quarrels, but only the partners themselves can say when the pluses outweigh the minuses or vice versa.

The Reiss Profile is not a measure of how much two people love each other. It will not tell you how deep is your love for your partner or your partner's love for you. Instead, it is a scientifically-based indicator of the possible areas of compatibility and incompatibility two people have when they are together over a long period of time.

(1) Both partners may have in common a **STRONG APPETITE FOR FOOD**. They may value fine food, desserts, and good cooking. Words or phrases that may describe their personalities are hearty eaters, eats everything, and perhaps gourmets.

This couple may take meals seriously. They may care about what they eat, how well it is prepared, and eating on time. Many people with a strong appetite for food take pride in their ability to discern good quality from inferior quality foods and cooking. Some [not all] may cultivate their sense of taste and smell. Some [not all] hearty eaters enjoy dining out and trying new foods and restaurants.

Some hearty eaters use food as a symbolic expression of love. They may mark special occasions by always serving the same memorable meal or dining at the same restaurant.

Some [not all] hearty eaters have a tendency to be overweight. They may have struggled throughout their adult life to control their weight. A strong appetite is a potential cause of obesity and one of the reasons it is so hard for many people to diet successfully. Some [not all] hearty eaters react to stress by eating even more than usual.

Some [not all] hearty eaters take an interest in food or food preparation. They may like to cook. They may save recipes. They may subscribe to cooking magazines or belong to gourmet clubs.

Being matched on the need for eating can have positive, long-term benefits for a relationship. The couple may enjoy romantic dinners or exploring new restaurants and dining experiences.

(2) Since both partners scored high for idealism, they may have in common a **STRONG NEED FOR SOCIAL JUSTICE**. They may value justice, compassion, and humanity. Words or phrases that may describe their personalities are humanitarians, do-gooders, outraged by social injustices, interested in current events, idealistic, and perhaps involved.

The partners' compassionate nature may be part of the attraction in this relationship. Each partner may admire the other for wanting to see a better world. Each may be proud of the other's volunteerism or contributions to charities. Both may disrespect people who look the other way and pretend they do not see social injustices such as racial discrimination or poverty.

Many compassionate couples support organizations trying to improve conditions for humankind. They may support, for example, groups fighting poverty, disease, and tyranny. They may support boycotts of companies that practice racial discrimination, pollute a local bay, or violate the public trust. They may be concerned with the well being of all people, not just those who happen to live in their city or nation.

Many compassionate couples contribute to their community. They may volunteer to help the needy. They may support charitable bake sales, visit hospitals, volunteer to help youth, and so on.

Some [not all] compassionate couples live in accordance with their social ideals. A couple that believes in equality between the sexes, for example, may equally divide household chores, child rearing responsibility, decisions making responsibilities, or income. A couple who is pro-life might have an unwanted child and not even consider abortion as a possibility.

A shared interest in social causes may have positive, long-term benefits for a relationship because it leads to common values and interests.

(3) Both partners may have in common a **STRONG NEED FOR INTERDEPENDENT RELATIONSHIPS**. They may value attentiveness to other people's needs and feelings, consensus building, and being close to others. Words or phrases that may describe their personalities are people-oriented, empathic, touchy-feely, and perhaps team players.

Since these partners may have a need for close relationships, they may become sensitive to people's feelings. In order to get close to people, they may try to look at situations from the other person's perspective. Some [not all] interdependent people are perceptive regarding their partner's feelings and needs. They may be good listeners who value the needs and opinions of their partner. They may be proud of their capacity both to give and to receive love.

Some [not all] interdependent couples are team players, perhaps even conformists. Some [not all] dislike standing out and, thus, may prefer a low profile. They may be annoyed when others dress or act in ways that are unique or call attention to themselves. They may tend to go along, to get along. They might swallow their pride if that is what it takes to get along with someone they care about.

Some [not all] interdependent couples consult each other before making decisions. They may be willing to compromise in order to bring about consensus. They may be reluctant to do anything important without their partner's consent.

Some [not all] interdependent people are interested in personal growth and, perhaps, spirituality. Some [not all] tend to make decisions based on "intuition" or "feel" rather than on objective facts. They may enjoy letting go and losing themselves in a stream of consciousness, feelings, and mind-body harmony. They may be fascinated by mystical experiences such as "flow." In order to renew themselves, they may need what might appear to some as "touchy-feely" experiences.

Being matched on the need for interdependence can have positive long-term implications for a relationship. Each partner may appreciate the other's attentiveness to their needs.

(4) A potential source of distancing in this relationship is a possible mismatch on the **NEED FOR TRANQUILITY**. One partner may be cautious, whereas the other may be daring. These differences between the partners may be a source of repeated misunderstandings and perhaps some frustration in the relationship.

Many cautious and daring couples sometimes quarrel over issues of safety. The cautious partner may drive too slowly for the daring partner, who may drive too fast for the cautious partner. The cautious partner may want to give significant weight to safety when choosing where to live, but the daring partner may think this is overblown. The daring partner may enjoy thrilling recreational activities such as roller coasters or skiing, but the cautious partner may worry about being hurt.

Some [not all] cautious and daring partners sometimes quarrel over financial risks. The cautious partner may prefer safe investments, but the daring partner may be attracted to risky investments. The cautious partner may prefer "safe" jobs where there is little risk of being fired, but the daring partner may not worry about possibly losing his or her job.

Some [not all] cautious and daring partners may sometimes quarrel over how much adventure should be in their lives. The cautious partner may prefer staying close to the safety of home and sticking with familiar activities, whereas the daring partner may like traveling to far away or exotic places and trying new activities.

Some [not all] cautious and daring partners sometimes quarrel over how to raise their children. The cautious partner may want to teach their children to be careful and avoid risks. The daring partner may want to teach their children not to be afraid of danger and to embrace risks.

Cautious and daring partners sometimes misunderstand each other. Cautious partners sometimes think that daring partners are reckless. Daring partners sometimes think that cautious partners are too afraid of anything adventurous.

Being mismatched on the need for tranquility can have negative, long-term implications for a relationship because it motivates conflict over how much time and effort needs to be devoted to safety.

16 basic desires make us individuals and determine our psychological needs. Although everybody embraces all 16 basic desires, we differ considerably in how we rank order and combine them. Your rank ordering of the 16 basic desires is shown in the 'results box' on this page.

Included in this report are plain English paragraphs suggesting how your results might be interpreted. Only strong and weak desires are interpreted. These results are based on statistical probabilities. In the final analysis, you must decide which of the results are valid in your case and which are invalid.

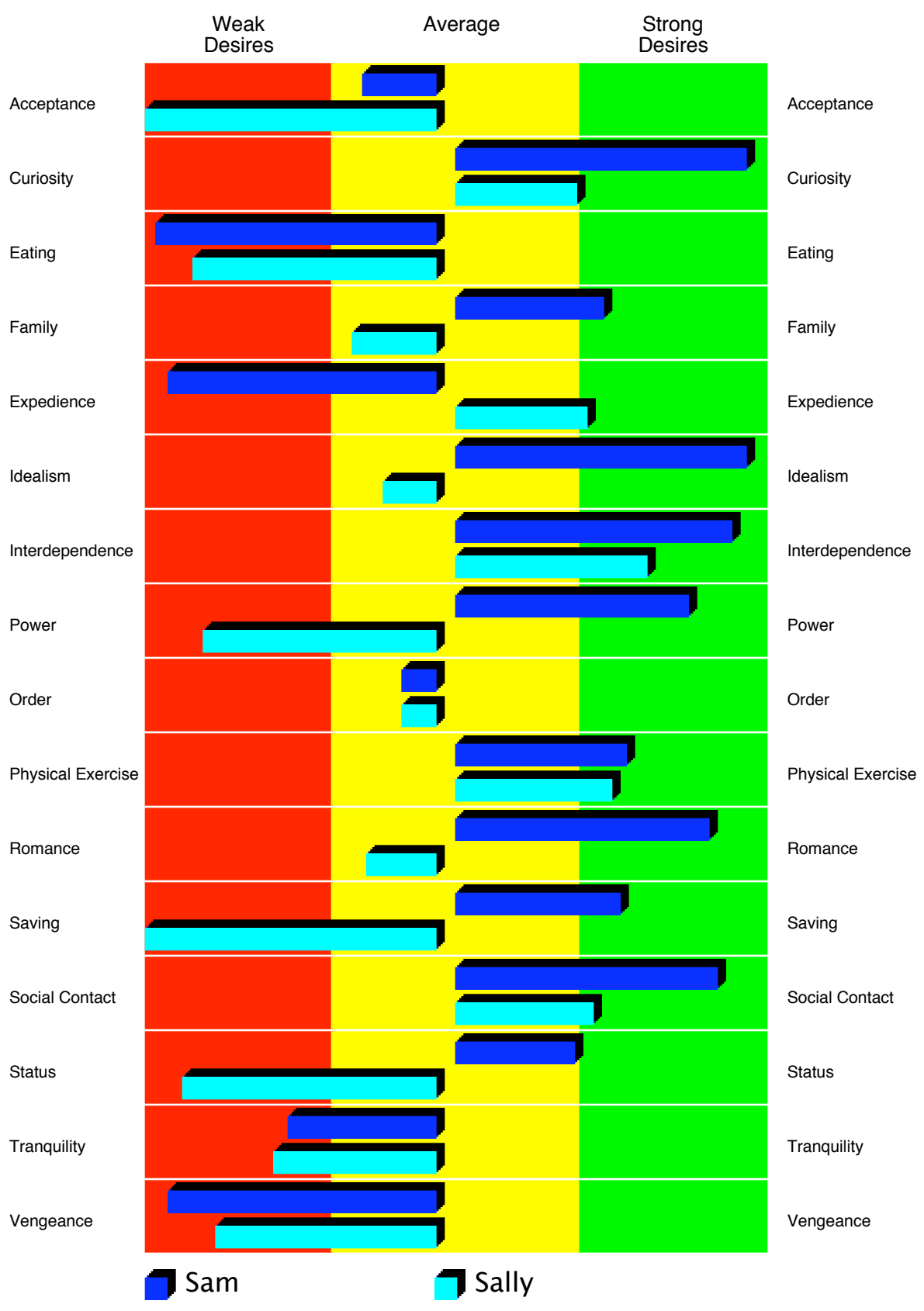
The following is your Reiss Profile expressed in standard scores. The numbers in parenthesis refer to the interpretative paragraphs (see previous page):

Desire	Score	Strength	Desire	Score	Strength
Acceptance	1.41 -0.12		Order	0.44 0.33	
Curiosity	-0.31 0.31		Physical Exercise	0.60 1.10	
Eating	0.99 0.76 (1)	High match	Romance	-0.27 -0.18	
Family	0.81 0.41		Saving	-0.35 -1.76	
Expedience	-1.27 -0.52		Social Contact	0.76 0.23	
Idealism	0.75 0.89 (2)	High match	Status	0.19 0.58	
Interdependence	1.23 1.10 (3)	High match	Tranquility	0.74 -1.58 (4)	Mismatch
Power	-0.25 0.25		Vengeance	-1.23 -0.25	
Incompatibility Index	10.63				

Sally and Sam Jones

Confidential

Reiss Relationship Profile



The Reiss Relationship Profile assesses the potentially enduring strengths and weaknesses of a romantic relationship or marriage. Although the results may be statistically valid, they are not valid in every instance. You and your partner or counselor should discuss the results and decide which ones are valid and which ones are invalid in describing your relationship.

As a practical matter, no relationship is perfect. We may love certain qualities of our partner but be frustrated with other qualities. We are often asked how many significant matches and mismatches indicate a rocky future and possible breakup. The answer is up to you: The Reiss Profile can show what attracts the partners to each other, and what motivates repeated quarrels, but only the partners themselves can say when the pluses outweigh the minuses or vice versa.

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(1) Both partners may have in common a **STRONG NEED TO THINK DEEPLY**, which motivates intellectual activities. They may highly value ideas, knowledge, and education.

Words or phrases that may describe their personalities include curious, analytical, inquisitive, stimulating [makes people think], and thoughtful.

The partners' shared intellectual curiosity may be part of the attraction in this relationship. Each partner may have the potential to make the other feel understood. They also may enjoy conversing with each other, teaching each other, and perhaps teaching each other what they know.

Many curious couples like intellectual activities. The specifics vary -- for example, some like to analyze movies, plays, or athletic games; others like to discuss people or relationships; and still others like to discuss politics, science, literature, or history. Some [not all] may like intellectually stimulating activities such as reading books, bridge, or chess.

Many intellectually curious couples care about their children's education. They may introduce their children to books at an early age. They may be frustrated or disappointed if their child does not excel in school. They may want their children to be educated in the best possible schools and colleges.

Although many intellectually curious people are attentive to their environment and learn quickly, some are absent-minded. These individuals have a tendency to become absorbed in their thoughts, paying little attention to everything else going on around them. No matter what they are doing -- watching a movie, working in the garden, or on a family outing -- sooner or later they start analyzing something. When they are not thinking about something, they may become bored quickly.

Being matched on the need for curiosity can have positive, long-term benefits for a relationship. The couple may have the potential to share intellectual pursuits or activities.

(2) Both partners may have in common a **WEAK APPETITE FOR FOOD**. Words or phrases that may describe their personalities are light eaters, fussy eaters, and perhaps thin.

This couple may have a tendency to eat less than most people do. Were eating not a biological necessity, they probably would not do it very often. When absorbed in work, they may sometimes forget to eat. They may rarely snack between meals. They may tend to be thin.

Many light eaters are fussy about the foods they eat. They may eat only a limited number of different foods and be reluctant to try new foods from different cultures.

Many light eaters show little interest in food or food preparation. They may not like to cook. They may not save recipes. They may not like to try new restaurants or foods.

Being matched on the need for eating can have positive, long-term benefits for a relationship. Neither partner may want to spend much time preparing or eating meals.

(3) A potential source of distancing in this relationship may be a possible mismatch on the NEED FOR EXPEDIENCE. Many people with a strong need for expedience tend to act out of self-interest, whereas those with a weak need for expedience tend to act out of a sense of duty. This difference may be a significant source of repeated misunderstandings and perhaps some frustration in the relationship.

Some [not all] expedient and righteous partners may be together for different reasons. The expedient partner may expect to benefit from the relationship in terms of career, finances, sexually, or socially. In contrast, the righteous partner may be concerned with fulfilling his or her vows and commitments. This partner may show loyalty even when it is not reciprocated.

Some [not all] expedient and righteous partners may face issues of fidelity. Many righteous partners value fidelity; they may not cheat even when temptation presents itself and there is little chance anyone will find out. In contrast, some [not all] expedient partners may lack the self-discipline required to resist temptations, and a few may believe that there is no harm in extramarital affairs, especially when the other partner does not know about it.

Some [not all] expedient and righteous partners sometimes quarrel over issues of integrity. The righteous partner may value straightforwardness in relationships, whereas the expedient partner may subscribe to the philosophy that everybody lies sometimes, especially on small matters. When the expedient partner is caught lying, the righteous partner may deeply resent the dishonesty, and the expedient partner may deeply resent his or her partner's righteous indignation or "holier than thou" attitude.

Many righteous people accept responsibility for their actions. When things go wrong, they tend to blame themselves even when the problem is not really their fault. They usually do not blame their faults on their partners. In contrast, many expedient people tend to blame others [their partner, in-laws, coworkers, strangers] when things go wrong. They may be slow to accept responsibility for their mistakes or evasive when answering questions about their actions.

Righteous and expedient people sometimes are critical of each other. Righteous people sometimes think expedient people are self-serving, and expedient people sometimes think that righteous people are "holier than thou."

(4) Both partners may have in common a STRONG NEED FOR INTERDEPENDENT RELATIONSHIPS. They may value attentiveness to other people's needs and feelings, consensus building, and being close to others. Words or phrases that may describe their personalities are people-oriented, empathic, touchy-feely, and perhaps team players.

Since these partners may have a need for close relationships, they may become sensitive to people's feelings. In order to get close to people, they may try to look at situations from the other person's perspective. Some [not all] interdependent people are perceptive regarding their partner's feelings and needs. They may be good listeners who value the needs and opinions of their partner. They may be proud of their capacity both to give and to receive love.

Some [not all] interdependent couples are team players, perhaps even conformists. Some [not all] dislike standing out and, thus, may prefer a low profile. They may be annoyed when others dress or act in ways that are unique or call attention to themselves. They may tend to go along, to get along. They might swallow their pride if that is what it takes to get along with someone they care about.

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Being matched on the need for interdependence can have positive long-term implications for a relationship. Each partner may appreciate the other's attentiveness to their needs.

(5) A potential source of distancing in this relationship is a possible mismatch on the NEED FOR POWER. The willful partner may be ambitious, but the non-directive partner may think there is more to life than achievement or work. These differences between the partners may be a source of repeated misunderstandings and perhaps some frustration in the relationship.

Some willful and nondirective partners sometimes quarrel over issues of control. Some [not all] willful partners try to impose their will on their partner. Some [not all] nondirective partners come to feel dominated, controlled, or even humiliated by their willful partner. ["What am I your maid?"] They may feel they do not measure up in the eyes of the dominant partner. They may feel that the willful partner is too demanding. In contrast, the willful partner may feel that the nondirective partner is too easy going, passive, or weak-willed.

Many willful and nondirective partners sometimes quarrel over issues of work/life balance. The willful partner may be ambitious or career-oriented; he/she may work extra hours to get ahead. Some [not all] willful people may work so much they have little time left for their partner, family, leisure, or vacations. In contrast, many nondirective people may balance their career with other aspects of life. When workaholic and non-ambitious individuals form a relationship, the workaholic may press the non-ambitious partner to be more successful or to work harder, and the non-ambitious partner may press the workaholic to devote more time to romance, family, or leisure.

Many willful and nondirective partners sometimes quarrel over the values they teach their children. The willful partner may want to give emphasis to values of excellence, work ethic, and leadership. In contrast, the nondirective partner may want to make few demands on their children and to provide support but minimal direction.

Willful and nondirective people sometimes misunderstand each other. Many willful people expect to be appreciated for their achievements and leadership, but nondirective people do not admire people who work hard at the expense of enjoying life. Many nondirective people expect to be appreciated for letting others make their own decisions, but willful people may not admire onlookers, nondirective individuals, or people with modest ambitions.

(6) Both partners may have in common a STRONG NEED FOR PHYSICAL ACTIVITY. They may value fitness, stamina, and perhaps strength. Words or phrases they may apply to their personalities are active, fit, and perhaps athletic.

Fitness and energy may be part of the attraction in this relationship. Each partner may respect the other's active nature. In contrast, one or both partners may have a tendency to disrespect healthy people who are inactive, physically lazy, and unfit.

This couple may require an active lifestyle to be happy. Inactivity may make them feel restless. One or both partners may become unhappy when they are "cooped up" for days or when they are injured and unable to exercise on a daily basis.

Many active couples enjoy participating together in sports or other physical activities. As a couple, they might

enjoy activities such as walking together, hiking together, playing tennis together, swimming together, ice-skating together, mountain climbing together, skiing together, and so on.

Some [not all] active couples may take an interest in sports. They may enjoy teaching sports or physical activities to their children. One or both partners may enjoy coaching.

A shared interest in physical activity has mostly positive, long-term implications for a relationship. The partners may stay active and fit as the years pass.

(7) A potential source of distancing in this relationship is a possible mismatch on the NEED FOR SAVING. One partner may be a saver, whereas the other may be a spender. The saver may intrinsically like to collect, but the spender may intrinsically like to throw away used items. These differences between the partners may be a source of repeated misunderstandings and perhaps frustration in the relationship.

Many saver-spender couples sometimes quarrel over collections. Some [not all] savers collect useless materials, such as every newspaper, every investment report they ever read, or every issue of a magazine. Some [not all] spenders may complain that these materials should be thrown away because they take up too much space or create a mess.

Many saver-spender couples sometimes quarrel over how to take care of their property. Many savers take good care of the property they own, whereas many spenders use things without worrying about how long they will last. Many savers like to mend old things, but many spenders prefer to throw old away and buy new to replace it. Some [not all] savers hold on to old property so long that their partners can't stand to see the property anymore ñ such as the fellow who repaired his broken down, wooden porch for 20 years before his wife finally insisted on buying a new one.

Some [not all] saver-spender couples quarrel over finances. They may feel they cannot trust each other with money. They may divide the household finances. The saver may want to live within a strict monthly budget focused on necessities. He or she may dislike debt and may prefer to defer purchases until they save enough to pay cash. The spender may bust the budget almost every month and run up debts. Whereas savers tend to comparison shop to find the best deal, spenders tend to buy on impulse.

Savers and spenders sometimes quarrel with each other. Savers sometimes think that spenders are selfish and irresponsible, whereas spenders sometimes think that savers are tightwads and cheapskates.

A mismatch on the need for saving can have significant negative, long-term implications for a relationship. Many experts have cited quarrels over money as a significant incompatibility between two people.

(8) Both partners may have in common a STRONG NEED FOR SOCIAL CONTACT. They may value belonging, friendship, social skills, and fun. Words or phrases that may apply to them are extroverted, outgoing, people who like people, and perhaps fun loving or conformist.

The partners' outgoing personalities may be part of the attraction in this relationship. Each partner may admire the other's liveliness, fullness of life, and perhaps fun loving nature. Each may be proud of the other's friendliness or social graces. Each may want an active social life with many friends.

As the saying goes, "In order to have friends, you must first be one." Sociable people tend to be friendly, affable, and warm so that people will want to be in their company. They may take an interest in people and keep up with them over the years. They may be skilled at putting people at ease and making others feel they care about them.

Many sociable people are good listeners. They may pay attention to what is happening in their partner's and children's

lives. They may want to know who in the family did what today, who they did it with, what happened, and how everybody felt about the day's events. They may keep up with the people they meet at school or work. They may like to listen to gossip.

Many sociable couples like to do things in groups. They may join social groups or community organizations. They may enjoy having visitors to their home. In the business world, they may value networking and having a big rolodex.

Many sociable couples like parties and good clean fun. Some [not all] appreciate pranksters or practical jokes. Some [not all] laugh easily. They may be looking for opportunities to have fun.

This couple may teach their children social skills. They may instill in their children the importance of making and keeping friends.

Being matched on the need for social contact has positive, long-term benefits for relationships. Both partners may want an active social life.

(9) A potential source of distancing in this relationship is a possible mismatch on the NEED FOR STATUS. The formal partner may value social class or wealth much more highly than does the informal partner. These differences between the partners may be a source of repeated misunderstandings and perhaps frustration in the relationship.

When choosing a partner, many formal and informal individuals differ in how much weight they give to social class. Some [not all] formal people may view marriage as an opportunity to move up in social class. They may consider their partner's family background or social class important to the success of a marriage. In contrast, many informal partners believe that love transcends class; these individuals may be comfortable marrying someone they love even when that individual comes from a lower class.

Many formal and informal couples sometimes quarrel over where to live and what to buy. The formal partner may want to live in the most prestigious neighborhood possible, but the informal partner may be embarrassed or not want to live "house poor." The formal partner may want to buy upscale products such as a luxury car, but the informal partner may not think that the prestige is worth the expense. The informal partner may prefer to buy non-luxurious, functional, inexpensive products.

Some [not all] formal and informal couples sometimes quarrel over friends and associates. The formal partner may want to befriend people who count, such as members of the "in" crowd or high society. The informal partner may want to associate with people based on their personalities or achievements, not their social standing or wealth.

Some [not all] formal and informal couples sometimes quarrel over what others might think of them. The formal partner may complain that the informal partner is too inattentive to what the neighbors and others are thinking, and the informal partner may complain that the formal partner should not be a slave to other people's opinions.

Formal and informal couples sometimes annoy each other. Formal people sometimes think informal people are unimportant and can be ignored, whereas informal people sometimes think formal people are condescending.

Being mismatched on the need for status can have negative, long-term implications for a relationship. The couple may have difficulty agreeing on many practical issues such as where to live, with whom to associate, and what to buy.

(10) Since both partners scored low on the need for tranquility, they may have a HIGH TOLERANCE FOR ANXIETY AND PAIN. They may value bravery, coolness under pressure, and perhaps risk. Words or phrases that may describe their personalities are calm, courageous, cool, and high tolerance for anxiety, stress, and pain.

Part of the attraction in this relationship may be the partners' adventurous or daring-do natures. Some [not all] courageous partners excite each other by exposing themselves to risky or dangerous situations or by traveling to exotic places. They may be attracted to life on the edge. Some [not all] drive fast, for example, or are attracted to leisure activities that involve an element of physical danger such as skiing, sky diving, gymnastics, boxing, hunting, or surfing. Some [not all] are attracted to financial risk taking.

Many courageous people rarely become frightened. They may keep their poise when things go wrong and the people around them panic. They may not be worriers. They may have no or few panic attacks throughout their lives.

Many courageous couples teach their children to be brave and to take risks. They may teach them that cowardice is shameful. They also may teach their children to cope with physical pain without complaining.

Being matched on high tolerance for anxiety and pain may have positive, long-term implications for a relationship. Both partners may be attracted to adventure, risk, or life on the edge.

(11) Since both partners scored low for vengeance, they may have in common a **STRONG NEED TO AVOID CONFLICT**. They may value peace, harmony, and cooperation. Words or phrases that may describe their personalities include conflict avoidant, nonviolent, peacemaker, forgiving, gentle, and merciful.

Part of the attraction in this relationship may be each partner's tenderness and gentle nature. Each partner may be attracted to gentle people. Both may be turned off by aggressive or competitive people.

Many cooperative couples rarely quarrel. They may avoid insulting each other and may make few or no accusations or threats. They may overlook minor annoyances and be careful not to provoke each other. They may believe that the only way to win an argument is to avoid it. They may believe that argument and aggression don't solve anything and only beget more conflict. Each partner may be motivated to back away from quarrels and give in.

Many cooperative couples resolve their differences through negotiation and compromises rather than through quarrels. Some [not all] are skilled at negotiating resolutions to disputes. They may look for common ground and compromise. Some [not all] conflict avoidant couples value cooperation and devalue competition. They may be forgiving when their partner hurts them.

Many cooperative people raise their children not to compare themselves to others. They may teach their children not to get jealous when others do well. They may discourage their children's competitive spirit. Some [not all] teach their children not to provoke bullies or to back off when bullied.

A shared need to avoid conflict may have positive, long-term implications for a relationship. Each partner may admire the other's gentleness.

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The following is your Reiss Profile expressed in standard scores. The numbers in parenthesis refer to the interpretative paragraphs (see previous page):

Desire	Score	Strength	Desire	Score	Strength
Acceptance	-0.47 -2.00		Order	-0.22 -0.22	
Curiosity	1.88 0.78 (1)	High match	Physical Exercise	1.10 1.00 (6)	High match
Eating	-1.80 -1.57 (2)	Low match	Romance	1.64 -0.45	
Family	0.95 -0.54		Saving	1.06 -2.00 (7)	Mismatch
Expedience	-1.73 0.85 (3)	Mismatch	Social Contact	1.69 0.89 (8)	High match
Idealism	1.99 -0.34		Status	0.77 -1.63 (9)	Mismatch
Interdependence	1.78 1.23 (4)	High match	Tranquility	-0.95 -1.05 (10)	Low match
Power	1.50 -1.50 (5)	Mismatch	Vengeance	-1.72 -1.42 (11)	Low match
Incompatibility Index	21.66				