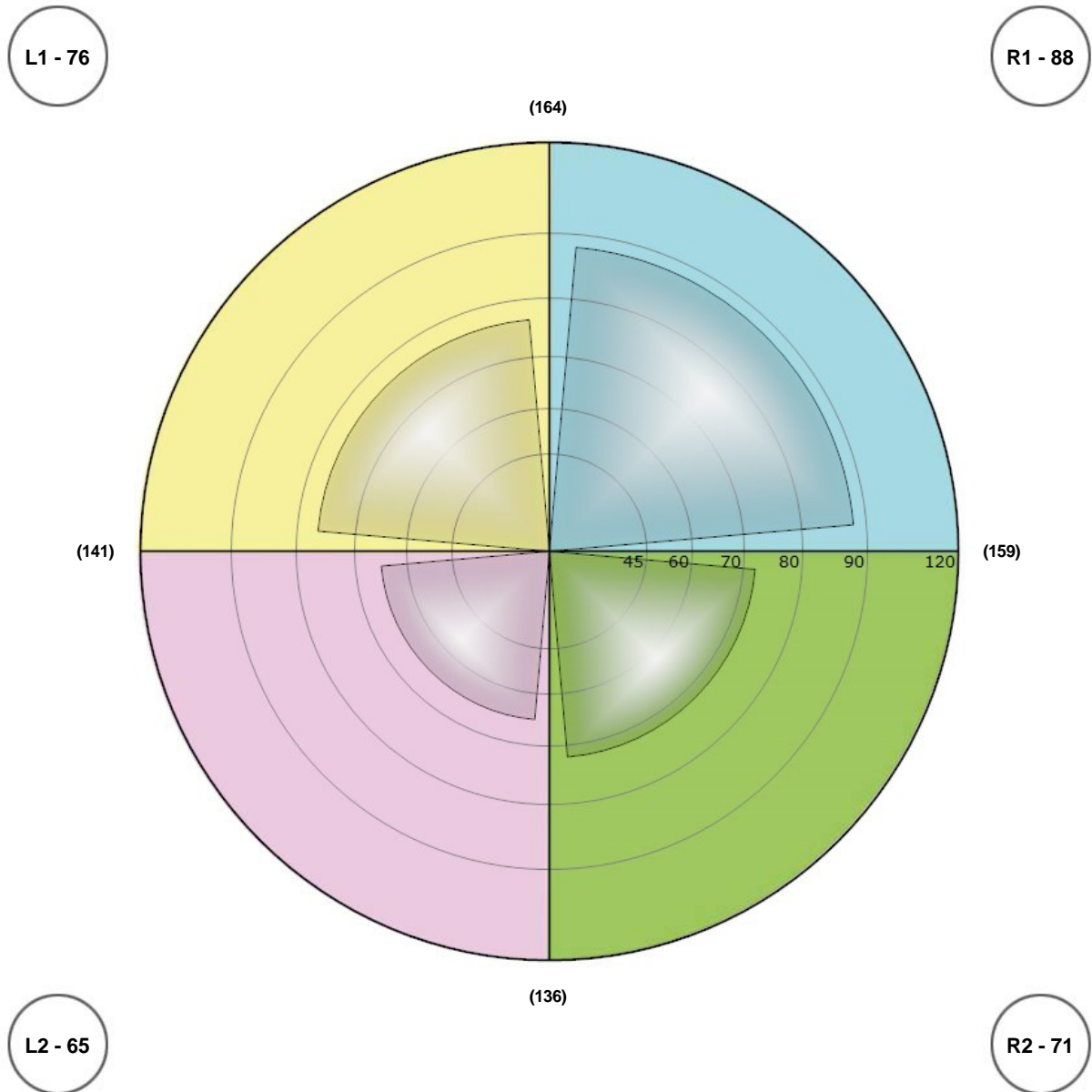


# Discovering your 4 and 8 Dimension Brain



### My 4 Quadrant Brain Profile



## Interpreting The Results

The NBI Student profile identifies the thinking preferences of the individual. Gaining insight into the way we prefer to think, makes us more aware of and sensitive to the preferences of others.

Developing better relationships, making more dynamic contributions in the team and making sound and relevant decisions are but a few of the advantages of understanding your own thinking profile. Making more accurate job and career choices or determining the correct subject or study selections, could eventually lead to the individual enjoying a more productive and fulfilled personal and professional life.

Because the focus is on thinking preferences the end result is neither good nor bad or right or wrong. The NBI Student profile is a descriptive, objective analysis of the individual's thinking choices, with no profile being better or worse than another. Instead, the report gives a description of an individual's thought preferences, and makes recommendations based on those.

The NBI Student profile measures thinking preferences, and not the skills or abilities necessary to execute those preferences. It is therefore possible that an individual could have a very strong preference for order, planning and organisation, but has never had the opportunity to develop the skills to plan and organise. The recommendation in this instance would be that since the desire is there, the skills to support that desire should be developed in order to be effective in a given career.

On the other hand, it is possible that a person could have excellent skills to be a banker, but has a very low preference (which could lead to a rejection) of the processes associated with the job. The individual would therefore not be able to sustain the passion and energy to stay happy and productive in the banking environment. Not only does the profile indicate the dominant or high preference areas but the average and low preference quadrants are also indicated and explained.

It is possible to have a high preference in two contrasting quadrants ex. R1 and L2. This will mean that you have strong preferences in the contrasting top-right and bottom-left quadrants. Thus you will alternate between a preference for change and excitement on the one hand and security and tradition on the other. Remember, a strong preference in a quadrant does not always mean that you will have equally strong preferences for all the processes.

It is important to note that the total score for every profile is 300. The scores are categorised as follows:

- 95+ Very high preference
- 80-94 High preference
- 65-79 Average preference
- 50-64 Low preference
- 50- Very low preference

Please note that an individual's profile should always be evaluated in categories and not according to exact scores.

## General Information Regarding The Different Quadrants

### L1 – General, Learning, Subject and Career Preferences

Accuracy, Digging deeper into a problem, Precision, Exactness, Focused approach, Factual reasoning, No nonsense approach, Objectivity, Information with no hidden meanings, Critical, Correctness - not to make mistakes, Goal orientated, Real things, Facts and rational information are of fundamental importance, Factual memory tends to get priority.

The L1 learner prefers a neat and quiet learning environment. A desk or table with all the necessary supplies should be available. Also research material (encyclopedias, Internet, etc.). Short (not too detailed) summaries of work content suit this learner best. This learner should try to play Baroque music softly in the background some of the time when studying.

Factual subjects, accounting, algebra, economics, sciences, chemistry, technical areas, areas of Information Technology (programming, trouble shooting), business analysis, some law subjects. Specific engineering programs, medical courses (general practitioners, surgeons, medical research, dentistry) actuary, typists, detectives, market research, systems analysis.

### L2 - General, Learning, Subject and Career Preferences

Planning, Practical application, Organisation, Promptness, Discipline, Dedication, Step-by-step approach, Details, Operational, Tidiness, Tradition, Procedures, Routine, Rules and regulations, Structure.

The L2 student prefers a quiet, neat and organised environment. The environment should offer security and stability. This student works well according to a time-table which should be displayed. He/she makes detailed summaries and prefers to practice subject matter. Repetition is part of the process for the L2 student. This student should try to play Baroque music softly in the background some of the time while studying.

SPAM identifier, Accounting, aspects of secretarial work, administration, teaching and supervision, police and military careers, specific sciences such as biology and veterinary studies, certain medical and paramedical careers, including nursing, therapy. Aspects of management relating to planning, structuring and systems of control.

### R2 - General, Learning, Subject and Career Preferences

Feeling orientated, Empathy, Social liaison, People-environment, Interaction, People-intuition, Co-operation seeking, Atmosphere of caring, Body language, Touch, Passion, Communication, Listening focus, Ambiance.

The R2 student studies best among people. The environment should be comfortable and space for movement is essential. A desk is not always necessary. He/she sometimes talks out loud when memorising content. Becoming emotional about the work, is quite normal for the R2 student. Role-play or dramatising is a good way to remember content. The R2 student should not be expected to study without frequent breaks. Visual aids are very important to this student. Music (especially Baroque) will enhance the learning experience.

Social sciences, psychology, counseling, certain language categories, journalism. People-focused marketing, direct & retail sales, hospitality, teaching & training, consulting. Service careers, social work, nursing, therapy. Management areas relating to people and team-work.

### R1 - General, Learning, Subject and Career Preferences

Search for alternatives, Prefers the big picture, not the detail, Idea-intuition, Strategy, Synthesis, Integration, Risk, Restless, Becomes bored quickly, Experimenting, Diversity, Comfortable with chaos, Fantasy, Surprise, Association.

The R1 student seldom sits at a desk – this is quite normal! Designing “learning games” to study, will enhance retention. Non-linear styles of learning are best for this student (e.g. Mind-maps). Visual aids are very important. Frequent short breaks during studying are important, as the R1 mind tends to wander. Baroque music while studying will enhance the learning experience.

Less structured courses such as design, advertising, multi-dimensional disciplines. Business courses that include scenario creation, strategic planning, management and personal development, entrepreneurship. Direct sales & marketing, pioneering new projects, generating ideas & concepts. Some medical careers such as pediatrics & psychiatry.

## Candidate Specific Information

### High Preference Quadrant : R1 - 88

Unnati shows a strong preference for holistic, conceptual, original, spatial and metaphoric thinking processes.

Unnati prefers an environment that is free from routine and strict discipline. She likes to take the initiative rather than following instructions and programmes. She likes to “play with” ideas, looking at alternatives and for hidden possibilities. She prefers the big picture to dealing with detail. Because she dislikes routine and structure, she can become frustrated, restless and bored in these environments. She will often function comfortably in an environment, which others describe as chaotic. She will often fantasise, take risks and harbour great future dreams. Having fun, pursuing the interest of the moment, is often more important than getting on with the task at hand. She may be artistic or have a flair for the exotic or the unconventional. She would study best through visual and non-linear methods (e.g. Mind-maps). She could be uncomfortable in the traditional learning environment, usually dislikes studying at a desk and finds it difficult to follow through on long projects.

### Average Preference Quadrant : L1 - 76

Unnati is also comfortable with factual, logical, rational and critical thinking processes.

Unnati feels comfortable dealing with facts in an accurate and precise way. She will however rather deal with facts and technical information as part of a big picture than working with the detail. She likes to do research and to integrate different areas of knowledge. Unnati will research the necessary information and process it as a base for development, design and strategising.

### Average Preference Quadrant : R2 - 71

Unnati is comfortable in situations that require co-operation and interaction. She tends to be secure in contact with others, sharing factual as well as general ideas and opinions.

### Average Preference Quadrant : L2 - 65

Unnati has an average preference for processes that require detail, organisation and discipline. She will build relationships that are founded on mutual trust and respect. She is likely to have intimate relationships with a small number of people.

## Questions

Question 4: I prefer to complete an assignment ... : quickly so that I can start doing something else

Question 5: I prefer a teacher / lecturer who... : exchanges ideas freely

Question 6: If I were to move from one place to another, I would... : try to determine how the move fits into my future plans

Question 10: When I take a walk I like to... : walk different routes every day

Question 12: In the class room / lecture room I prefer... : not to be taught / lectured in the same way every day

Question 14: When I visit a place where I have not been before, I prefer to ... : obtain a general picture of the surrounding area and then trust my intuition

Question 15: If I won a large amount of money, I would prefer to... : explore new opportunities the prize could create for me

Question 16: When I listen to a speaker I prefer that he / she... : challenges me to think beyond the ordinary

Question 17: I would like to be a pupil / student of a school / university... : which keeps track of change

Question 20: I prefer my ideas to be... : explored and to play around with them in my mind

Question 22: I like people who... : are full of surprises

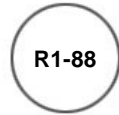
Question 24: I prefer people who know me well to describe me as someone who... : likes surprises

Question 26: I prefer the following expression... : "Surprise me"

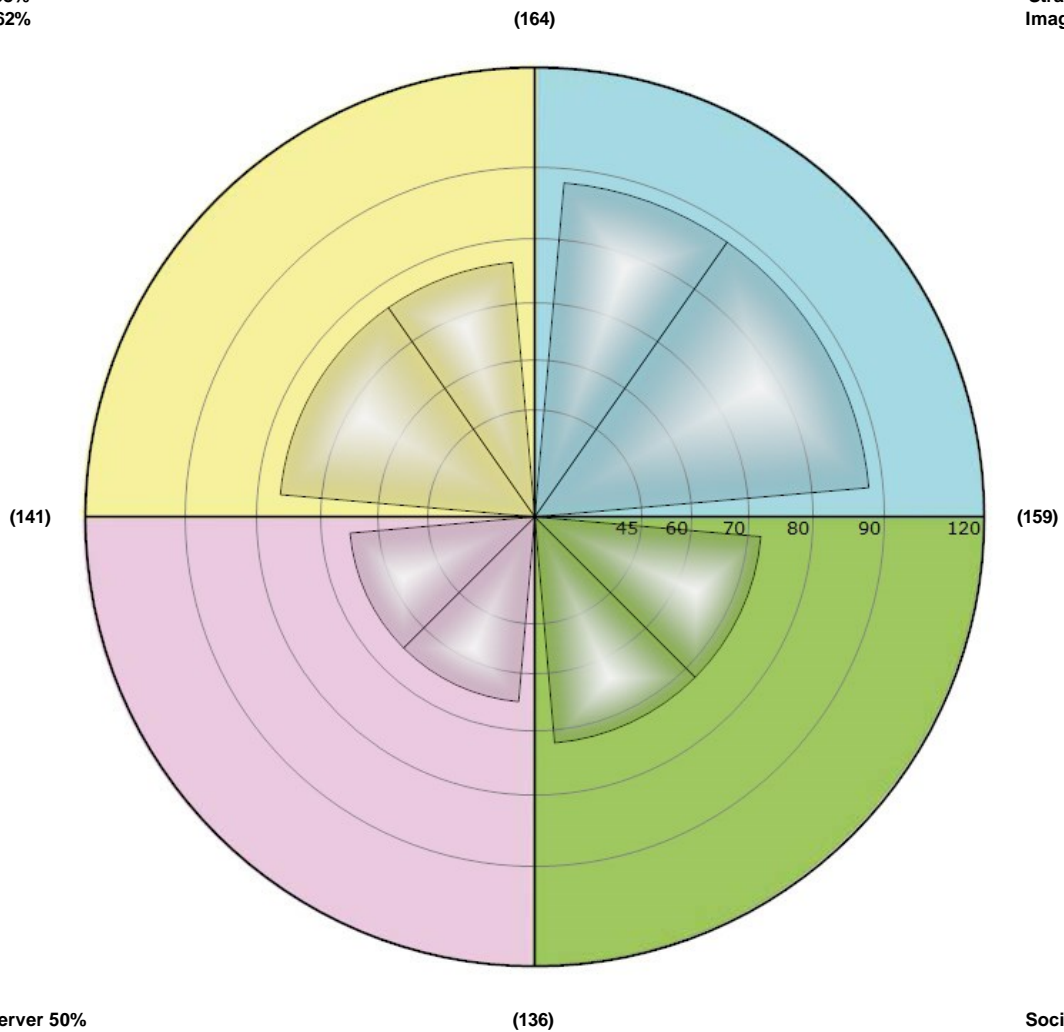
## My 8 Dimension Brain Profile



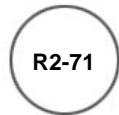
Realist 38%  
Analyst 62%



Strategist 38%  
Imaginer 62%



Stalwart / Preserver 50%  
Organiser 50%



Socialiser 50%  
Empathiser 50%

The above 8-dimension results indicate your percentage scores in each quadrant. For example: if you move into the L1 mode of thinking, a score of 80 Realist and 20 Analyst means that you prefer realistic thinking 80% of the time and analytical thinking 20% of the time.

## 8 Dimension Information Regarding The Different Quadrants

### L1 - Realist

You prefer clarity of thinking and concrete information. You prefer to focus on a specific goal or outcome without distractions. This outcome should be defined clearly, should preferably be achievable, and direction and guidelines towards goal should be clear and without confusion. You prefer to weigh pros and cons and to have a clear understanding of consequences.

### L1 - Analyst

You prefer to get to the essence of things you are involved with and therefore like to dig deeper to achieve results. You prefer to connect a figure or measurement to things. You prefer certainty and would therefore calculate, probe, research and examine conditions and circumstances before proceeding. You like hard proof and therefore you prefer to query, question and enquire before starting out.

### L2 - Stalwart / Preserver

You prefer circumstances where traditions and well-proven methods and practices are followed and respected. You also prefer circumstances where rules and regulations are in place and where you can work in a methodical and cautious manner. You prefer an environment that is neat, secure and stable and to work with skilled, loyal and trustworthy people.

### L2 - Organiser

You prefer to plan, organise and arrange things. Your approach is orderly, detailed and systematic. You are an implementer and like to put things into action and be involved in the action. You also like to work according to a schedule or "to do" list, to administer and to oversee tasks. Perseverance, effectiveness and usefulness are high priorities.

### R2 - Socialiser

You are a people's person and like to work with others in groups or to spend your free time in the company of others. You prefer to be surrounded by people and to be part of gatherings and crowds. You also go out of your way to bring people together, at work or when entertaining. You prefer to share information, to reach consensus and to encourage others to participate in sharing their ideas. You like to network can be outgoing and energetic when in the company of others.

### R2 - Empathiser

You prefer to assist, help and reach out to others. You prefer to serve others through a caring, sensitive and unobtrusive attitude and by depending on your intuition. You also like to encourage others to achieve. You place a high priority on a positive, hopeful and caring environment. You may not have many friends, but value the companionship of a few friends and family and would tend to place their needs above your own.

### R1 - Strategist

You prefer to connect past and future and to see the vision, even to make forecasts and predictions as far as the future is concerned. While planning and creating your future, you prefer to challenge existing approaches and asking the Why? questions. You find unfamiliar territory, new experiences and uncertainty a challenge. You prefer to consider a variety of possibilities and would not shy away from risk when involved in designing future trends. You like to fill in the gaps between present and future possibilities.

### R1 - Imagineer

You prefer to think in pictures and to use metaphors and images to describe experiences. You also draw picture, doodle and scribble when listening to someone talking You often play around with impossible ideas, and like to daydream, fantasise and think beyond the ordinary. You are reflective and meditative, often unsystematic (maybe even chaotic) and would like to do things "your way". You often discover new insights in unexpected ways and like to nurture "strange" ideas.



## ...past and present

"The brain of man is double"

Hippocrates, who examined the brain during autopsies he performed, concluded: "The brain of man is double". It was in 400 BC that he became certain that there was a connection between the loss of speech and damage to the left side of the brain.

In 1864 a French surgeon named Paul Broca came to the same conclusion after observing that patients with aphasia (loss of speech) had damage to the left-brain.

In the 1960's Philip Vogel and Joseph Bogen performed their breakthrough split-brain surgery on three epileptic patients. Roger Sperry (who received a Nobel Prize for this work in 1981) with his colleagues Bogen, Vogel and Gazziniga tested these patients and discovered that the two hemispheres control vastly different aspects of thought and action. They found that the left (controlling the right side of the body) is dominant for language and speech and for analytical and logical thought, while the right (controlling the left side of the body) excels at visualising, holistic and unstructured tasks.

This breakthrough was followed by brain dominance research by Ned Herrmann, Jaquelyn Wonder, Priscilla Donovan, Beverly Moore and others.

The NBI® was developed after extensive international research since 1980 on left/right brain functions. Kobus Neethling, under the research guidance of Prof. Paul Torrance of the University of Georgia, first developed the NBI® for adults before applying similar methodologies (as explained in the research documents)\* to develop a number of other brain preference instruments. The results of research on the NBI® have been very significant and ongoing research at a number of universities and institutes remains an essential part of 4 and 8 dimension brain science.

\*Available at [www.nbiprofile.com](http://www.nbiprofile.com)

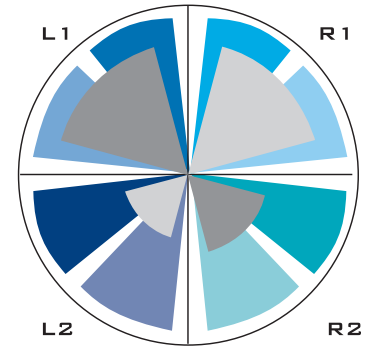
## Important information on the NBI®

It is not difficult to understand or to interpret the Neethling Brain Instruments (NBI®). Always keep the following in mind:

- No brain profile is good or bad, right or wrong.
- The NBI® measures brain preferences, but not necessarily skills. In many instances they may of course be similar.
- You may therefore have skills in a quadrant with a low preference score, or strong preferences in an area where you have not had the opportunity to develop skills.
- A high score in a particular quadrant does not necessarily indicate equal preferences for all the processes of that quadrant.
- Your brain profile may change, but only if there are strong reasons for this to occur. This may occur over a long period of time because of changing interests, hobbies, environments and mentors. In rare cases changes occur over a short period of time because of traumatic events or drastic life changes. These changes may be temporary.
- Where a desire exists, certain quadrants can be developed through creative 4 and 8 dimensional brain exercises.
- The NBI® consists of a variety of instruments including a profile for children 4 to 9 years, students, adults and teachers.
- The brain profile gives an indication of how you:
  - communicate
  - act towards other people/in certain situations
  - do business
  - learn
  - teach
  - solve problems
  - make decisions etc.

# Quadrant summary

The following summarises the thinking processes associated with each of the four quadrants.



### Top Left (L1)

|                              |                            |
|------------------------------|----------------------------|
| • Focus                      | • Clinical                 |
| • Essence                    | • Factual memory           |
| • Precise                    | • Concrete                 |
| • Accuracy                   | • Mathematical/financial   |
| • Factual reasoning          | • Performance-driven       |
| • Logic                      | • Rational                 |
| • Objective                  | • Realistic                |
| • Diagnostic                 | • Quantitative             |
| • Analysing (digging deeper) | • Important to do it right |
| • Critical                   | • Control                  |

### Top Right (R1)

Flexible      Curious

*Holistic/big picture*

Experimentation      *Artistic flair*      Risk-taking

Synthesis (link ideas)      Looking for alternatives

Strategic      *Simultaneous (doing many things at once)*      Investigation

*Visualising*      Integrating ideas      Imaginative

Idea-intuition      Unstructured      Preference for change

Speculation      Fantasy

### Bottom Left (L2)

|                       |                |
|-----------------------|----------------|
| Organised/orderly     | Punctual       |
| Planned               | Time-conscious |
| Structured            | Steadfast      |
| Step-by-step approach | Sequential     |
| Security/safe-keeping | Thorough       |
| Detail                | Reliable       |
| Traditional           | Result-driven  |
| Drive/task-driven     |                |
| Neat                  |                |

### Bottom Right (R2)

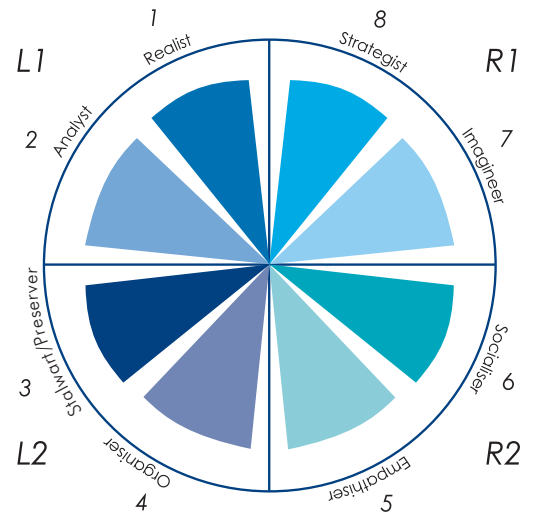
Non-verbal cues  
Touch  
Co-operation  
Sociable  
(one-on-one and/or groups)  
Take part

Involved  
Playful  
Respectful

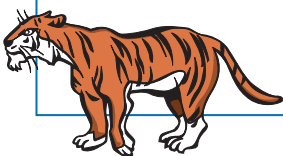
People-focus  
Responsive  
Receptive  
Sensitive  
Support  
People awareness  
People perceptive

Accessible  
Approachable  
Expressive  
Empathy  
Teamwork

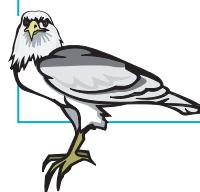
# Eight Dimension summary



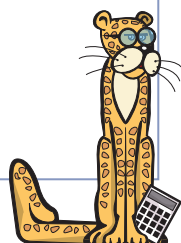
| L1 - Realist   | L1 - Analyst   |
|--|--|
| Clarity<br>No distractions<br>Focused<br>Set goals<br>No mental clutter<br>Define target<br>Pros and cons<br>Simplicity<br>Clear guidelines<br>Factual | Assess<br>Monitor performance<br>Dig deeper<br>Financial<br>Clinical<br>Logical<br>Priorities<br>Calculate<br>Probing<br>Examining |



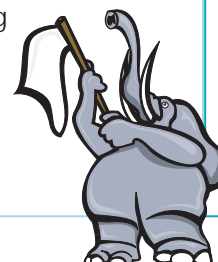
| R1 - Strategist   | R1 - Imagineer   |
|---|--|
| Visionary<br>Future-connected<br>Predictions<br>Change<br>Risk-taking<br>Big thinking<br>Experience the unfamiliar<br>Variety<br>Design<br>Challenge status quo | Inner voice<br>Picture thinking<br>Aha<br>Daydream<br>Fantasize<br>Doodle/scribble<br>Unsystematic<br>Unconventional<br>Clutter<br>Zigzag thinking |



| L2 - Stalwart and Preserver   | L2 - Organiser   |
|---|--|
| Well-proven<br>Discipline<br>Order<br>Time-conscious<br>Methodical<br>Cautious<br>Loyalty<br>Experience<br>Stability<br>Traditional | Action<br>Hands-on<br>Plan<br>Systematic<br>Supervise<br>Persevere<br>Checklist<br>Schedules<br>To-do list<br>Organise |



| R2 - Empathiser  | R2 - Socialiser  |
|--|--|
| Encourage<br>Assist<br>Care<br>Service-oriented<br>Intuitive<br>Hopeful<br>Reaching out<br>Sensitive<br>Special attachments<br>Nurturing | Groups<br>Sharing<br>Consensus<br>Networking<br>Co-operation<br>Gatherings<br>Entertaining<br>Outgoing<br>Connecting<br>Sociable |



# The eight dimensions of the brain

## The dimensions of the L1 quadrant

## The dimensions of the R1 quadrant

| L1 - Realist   | L1 - Analyst  |
|--|---|
| <p><b>If this is your strongest dimension, you would:</b></p> <ul style="list-style-type: none"> <li>• Like simplicity and clarity</li> <li>• Prefer to insulate yourself from distractions</li> <li>• Like to keep your mind on specific tasks and outcomes</li> <li>• Like to focus on important matters</li> <li>• Prefer clear guidelines and directions</li> <li>• Like ideas that have concrete value</li> <li>• Give preference to factual points of view</li> <li>• Prefer to think through the pros and cons</li> </ul> | <p><b>If this is your strongest dimension, you would:</b></p> <ul style="list-style-type: none"> <li>• Prefer to assess and monitor results and performance</li> <li>• Like to dig deeper to understand the essence</li> <li>• Like to be involved in matters of finance and investment</li> <li>• Like to reason rationally</li> <li>• Like to solve problems clinically and thoroughly</li> <li>• Prefer to identify priorities clearly</li> <li>• Like to calculate, examine and measure</li> <li>• Like to get to certainty by probing and examining</li> </ul> |

| R1 - Strategist  | R1 - Imagineer   |
|--|--|
| <p><b>If this is your strongest dimension, you would:</b></p> <ul style="list-style-type: none"> <li>• Like to see through other people's eyes</li> <li>• Like to see how the future connects with the past</li> <li>• Prefer to think about big things while doing small things</li> <li>• Love to move into uncharted and unfamiliar territory</li> <li>• Prefer to gain insights from a variety of ideas and experiences</li> <li>• Like to break new ground, to be part of change and transformation</li> <li>• Like to take risks and to challenge the status quo</li> <li>• Like to make forecasts and make predictions</li> </ul> | <p><b>The imagineer is someone who would:</b></p> <ul style="list-style-type: none"> <li>• Like to communicate with his/her inner voice</li> <li>• Like to think in pictures</li> <li>• Prefer the aha moment, the 'intuitive flash' to elaborate approaches</li> <li>• Like to daydream and fantasize</li> <li>• Like to use metaphors, images and doodles to describe experiences</li> <li>• Like to be unorthodox and non-conformist when dealing with new projects</li> <li>• Be comfortable in circumstances where there is some disorder and clutter</li> <li>• Like to connect ideas to create something different and new</li> </ul> |



## The dimensions of the L2 quadrant

## The dimensions of the R2 quadrant

| L2 - Stalwart and Preserver  | L2 - Organiser   |
|--|--|
| <p><b>If you are a stalwart/preserver you would:</b></p> <ul style="list-style-type: none"> <li>• Like to follow well-proven methods and practices</li> <li>• Prefer disciplined and orderly environments</li> <li>• Prefer circumstances where traditions, loyalty and rules are respected</li> <li>• Like people to be time-conscious</li> <li>• Work in a methodical and cautious way</li> <li>• Give high preference to experience</li> <li>• Prefer stability and steadfastness</li> <li>• Like to work with effective and well-skilled colleagues</li> </ul> | <p><b>As an organiser you would:</b></p> <ul style="list-style-type: none"> <li>• Like to put things into action</li> <li>• Prefer hands-on experience</li> <li>• Like to organise, plan and arrange</li> <li>• Like to supervise procedures and practices</li> <li>• Prefer to have a to-do list</li> <li>• Prefer to follow an orderly approach</li> <li>• Persevere with details</li> <li>• Like to work according to a fixed schedule</li> </ul> |

| R2 - Empathiser   | R2 - Socialiser  |
|---|--|
| <p><b>If you are described as an empathiser you would:</b></p> <ul style="list-style-type: none"> <li>• Like to reach out to people</li> <li>• Like to encourage and cheer people on</li> <li>• Like to assist, help and put others first</li> <li>• Like to add value to the lives of others</li> <li>• Prefer to work in a service and 'hopeful' environment</li> <li>• Depend on intuition when making decisions about people</li> <li>• Appreciate the sentiment and mood of things</li> <li>• Form attachments to a few special people (or animals)</li> </ul> | <p><b>If you are described as a socialiser you would:</b></p> <ul style="list-style-type: none"> <li>• Prefer to mingle with people</li> <li>• Like to work in groups and share ideas with others</li> <li>• Prefer consensus before deciding</li> <li>• Like to entertain</li> <li>• Prefer to co-operate and reach an understanding</li> <li>• Prefer person to person communication, gatherings and get-togethers</li> <li>• Be outgoing, sociable and eager to meet new people</li> <li>• Like to bring people together</li> </ul> |

