

# BIRKMAN

N E X T

## BIRKMAN COMPONENTS

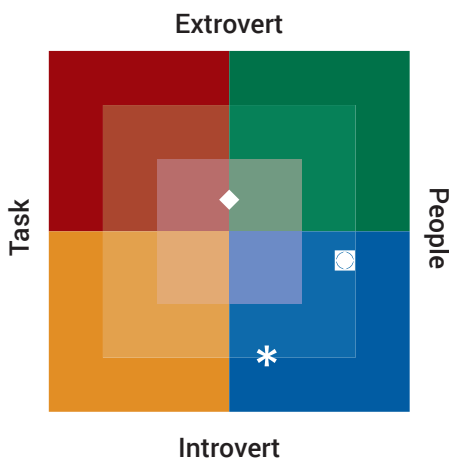
Acceptance → **Social Energy**  
 Activity → **Physical Energy**  
 Empathy → **Emotional Energy**  
 Esteem → **Self-Consciousness**  
 Authority → **Assertiveness**



Structure → **Insistence**  
 Advantage → **Incentives**  
 Change → **Restlessness**  
**Thought** (no change)



## BIRKMAN MAP



## BIRKMAN INTEREST CHANGES

Clerical → **Administrative**  
 Mechanical → **Technical**