



UNDERSTANDING BIRKMAN INTERESTS

The following statements are generated from your Birkman Interests scores. Carefully read each statement and check the ones that are most significant to you. Remember, a statement appears because it may be significant for you, not because it is significant. Only you can decide which statements are most relevant for you.

- Significant level of interest in activities involving influencing or persuading other people
Persuasive H
- Significant level of interest in helping others
Social Service H
- Above-average liking for working with numbers or in an environment that has a strong numerical component
Numerical H
- Low level of interest in the written or "read" word
Literary L
- Unusual combination of liking for persuasive activities and for tasks involving numbers. Most people score high on one or the other (or neither).
Persuasive H; Numerical H