

Value Profiles

If you are a (an) a), then you live for the b) and your guide is c). The branch of philosophy that regards this is d) and your worth in life comes from e). In order to show your ability of f), your mode of expression should be g). Your college education will help you to h) these things so you can be i).

Idealist
Truth
Principle
Epistemology
Believing
Perception
Argument
Communicate
Judicious

Artist
Heart
Beauty
Aesthetics
Feeling
Intuition
Analogy
Appreciate
Receptive

Humanist
Soul
Virtue
Ethics
Being
Conviction
Testimony
Accept
Balanced

Analyst
Mind
Reason
Logic
Thinking
Cognition
Analysis
Contemplate
Conscientious

Realist
Moment
Experience
Metaphysics
Doing
Sensation
Narrative
Learn
Outgoing

To convince someone who does not agree with you, use analysis (R) and argument (T), a “hard sell” that brings people into conflict. To suggest something to someone who already agrees with you, use stories (B) and comparisons (L), a “soft sell” that leaves people more satisfied. In order to be better educated and effective individuals, we must learn from what life teaches us and invest effort in all five areas.