

# ANEXO 1

El software “Sheila Love’s Handwriting Analyzer” descrito en la sección 3.9.2. Se pudo realizar un análisis con las opciones activadas en software de demostración, se selecciono en cada prueba la primera imagen precargada para el análisis grafológico.

## Ritmo de la letra.



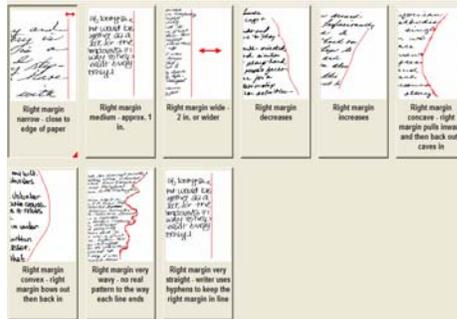
## Presión: Movimientos que se conectan.



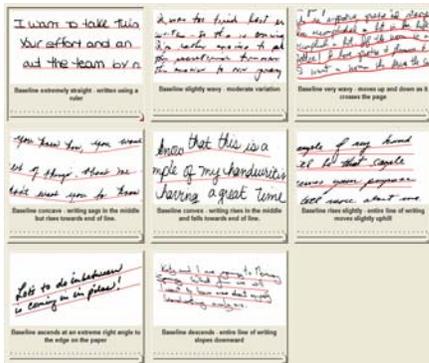
## Margenes generales: Margen Izquierdo



## Margen derecho



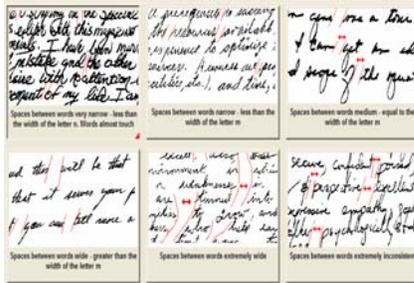
## Línea Base



## Espacio entre líneas



## Inclinación



## Espacio entre palabras



## Movimientos que empiezan



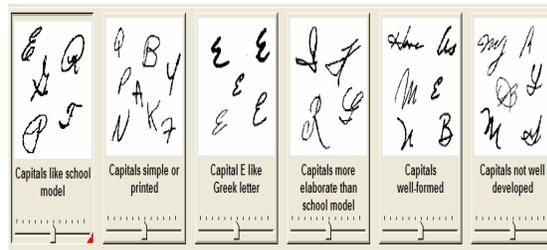
## Movimientos finalizados



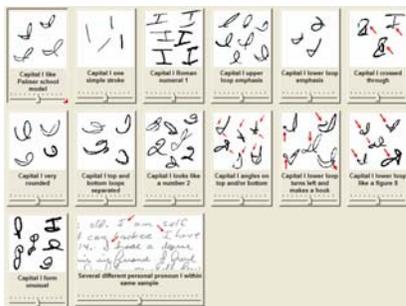
## Comunicación entre letras



## Estilo de letras capitales



## Forma de letras capitales



## Firmas



# Resultados

## Report for - Pancho Lopez

UNREGISTERED EVALUATION COPY of Sheila Lowe's Handwriting Analyzer.

### Motivating Forces

Bucking the system is not Pancho's favorite thing to do. His hesitation to put his true opinion on the line until he has heard what others have to say suggests only a moderate level of emotional independence. It is not achievement and recognition that gives him a sense of his own value, and he doesn't feel the need to compare himself with someone else. Developing his own gifts and sharing them is enough to motivate him. His first choice of environment is a harmonious one. While he might not bend himself into a pretzel to keep the peace, he is willing to go to some lengths to avoid a confrontation.

### Personal Dynamics

An innate need to finish what he starts keeps him going until he has completed a task. Even in the face of obstacles, he is unlikely to leave any obligation or commitment unfulfilled. He is less interested in what might or might not be coming up in the future than what is happening in the here and now. Using a common sense approach that shows a rational outlook rooted in reality, he deals with the facts straightforwardly and forms conclusions based upon available information. Pancho's long-held views and beliefs are not open to compromise. He probably thinks of himself as simply being rational, but others are more apt to view him as close-minded. His strong persistence and determination shows he will stick with something once he makes up his mind to do it, all difficulties aside. Even when the odds are against him, he has the go-power of the Energizer Bunny.

### Ego Strength

Even when feeling challenged and out of his depth, Pancho is not about to accept defeat, but strives to learn from the experience. An adequate level of self-confidence helps him survive the ups and downs of day-to-day life. He has developed a set of standards and principles to live by. However, his principles are not so rigid that he would refuse to listen to someone else's point of view. If he makes a mistake or uses poor judgment, it is not a major blow to his pride. He is usually willing to come back for another try. Having sufficient self-esteem to know where he belongs in the world, he doesn't feel compelled to grab the limelight whenever the opportunity presents itself. With an average amount of willpower at his command, he has the capacity to attain reasonable dreams and aspirations. Setting some short-term goals that he will be able to see materialize fairly rapidly will encourage him to go on to the more ambitious ones.

### Defenses & Controls

Having to let go of anything creates a sense of apprehension and concern in him. This persistent need to hang on to what he has can potentially have a negative impact on his ability to enjoy life. Repressions and inhibitions are important and necessary for healthy social functioning. He has his share, but in moderation. In emotionally charged situations, he usually stays in control of his strong feelings. Like most people, he has impulsive moments, but he is not at their mercy, and makes an effort to keep his emotions in check. Pancho expends only a limited amount of time and energy on doing everything perfectly. Certainly, he wants to do things well, but doesn't feel driven to make them absolutely flawless.

### Intellectual Style

Whatever the topic, he has an opinion on it and is often unable to distance himself emotionally. This habit can impede his ability to remain objective and neutral. His preference is to make conclusions based on deductive reasoning rather than a more analytical approach. When he has to make an analysis, however, he is more than capable of doing so. Pancho is as practical as he is idealistic and prefers to stick to what he knows whenever possible. When that is not effective enough he is capable of calling on his imagination to help solve problems. Familiar ideas that have worked well for him in the past are more comfortable, so he weighs and measures each new idea before adopting it. He is not totally closed-minded about accepting change, but his attitude is one of caution. His mind is alert and ready to receive new information when it is presented. He likes to learn, as long as it doesn't require too much intellectual effort to acquire the knowledge. Although he may be quite creative and inventive, it takes support and encouragement for his creativity to blossom to its full potential.

### Communication Style

He has a low need for solitude and loves to chat and interact with others. In fact, some people may think he shares too much of himself too readily. Keeping a sense of humor helps him to see the lighter side of things. By refusing to take things too seriously, he can sometimes even help others overcome a bad mood. While not exactly blunt, he is more apt to use the direct approach when he has something to say. You could say he makes an effort to use some tact and diplomacy to get the point across. In conversation, he can maneuver around without giving a direct answer if he feels it is necessary to equivocate. However, he would probably rather just say what he thinks when it does not put him in a defensive position.

### Interpersonal Style

His number one priority is to keep things upbeat and friendly. Easygoing and pleasant-natured, he is usually happy to accommodate others by adapting his style to suit the occasion and the company. His responses are strong and swift and he acts on them as they occur. When he experiences painful incidents such as rejection, his responses are usually within a normal range. He might pull in his horns and hide for a while, but is able to work through difficult emotions within a reasonable time frame.

### Work Style

As a team player, he is ready to set his personal needs and desires aside for the good of the whole group. He works at motivating the group members and does his best to develop a spirit of cooperation. Fairly energetic and productive, he needs to get the work done before his vitality runs out. He will do what is required, but probably not a lot more. He handles details adequately, but doesn't obsess over them. Being motivated to take care of whatever tasks are pressing at the moment, he doesn't expend a lot of energy thinking up ways to do them better. He may not always like the status quo, but he usually goes along with it. With his conservative values, it is sometimes hard to accept changes in the environment. However, if he keeps an open mind, he can eventually make the needed adjustments. Slow to get started on new projects, his enthusiasm grows as he gets more involved. If he keeps the goal in front of him, it will encourage him to keep going through the duller parts of the assignment.

### Sales Style

He follows through when something interests him, but may let the ball drop if things drag on for too long. A friendly reminder wouldn't go amiss. When a new opportunity presents itself, he is willing to take the first step without waiting for a set of blueprints to guide him, provided he is on a sure footing. On unfamiliar ground, he would probably rather step back and wait for someone else to go first. While Pancho is certainly no shrinking violet, he doesn't feel the need for a great deal of public recognition or acknowledgment in order to feel good about himself. He may appreciate having money and nice things, but his ego is not tied up with what he owns. He has more important things on his agenda.

### Management Style

Without a strong spirit of adventure, he hesitates to open up uncharted territories and "boldly go where no one has gone before." He may try something new once, but if he is not totally successful, don't expect him to try it again. At least, not for a long time. He enjoys feeling powerful and has an inner strength that seems to push him into a position where he must take the lead. Nevertheless, if someone else would rather do the job, it doesn't hurt his self-image to step back and let them do it. He is less comfortable with his strengths than his weaknesses, which he would rather pretend do not exist. This trait could negatively impact his ability to lead others. He feels more secure when he has a solid set of policies and procedures to follow. Since this is not always possible when dealing with conflicts that involved various personalities, it might be a good idea to have someone else handle negotiations. Under normal circumstances he moves steadily ahead. When he is unsure of himself, however, Pancho puts off acting until the last minute. Although he might prefer to stick with a schedule, he loosely structures his time, leaving ample room for adjustments as the day progresses and things develop. He is able to regulate his plans as needed.

## Resultados

Report for – Pancho Lopez

UNREGISTERED EVALUATION COPY of Shiela Lowe's Handwriting Analyzer.

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