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# Chapter 3 Discovering Variety 

D A J H Q I F A J W V B U R W S F T K N B W D $T V M M D Z H A R E L E F R I F D J W E D E$ LBPSXTFYUPS J R W I LXMLHKOVG O S K D G FW G C S M O J B J N Y J T H L I H C R OFK S HVK E C W E J G A CVMCK T J I J $H \times M \vee S Y X Z W R R N P I P L C R A I U H J A$ J T Z T N O H T F E O Y T E EAMCUD P C T T C B Q T G A C K Z K S K NMREMTGAA I Q S $M I \operatorname{I} V N L T C L N N E L C W N E R G H E N$ LNP Z GY J L S I EMAMEIRGVKOTPP N T A A J C P I L H S K J L I I H W I R Z E Z W J R E B F S Y R O T I D U A V B L T S M L T L R K O T B R T T D J E S H O C E K M P U T U S S I $E V I K H T E V I T P E C R X V L A N J I J G$ R ERM TB Z HMZ Y B S Z P I E G L G B N S H $Z R W Y$ Y B F D K M X U R O O F A N Z A W I V T $Z T U B F H D H G J I W J F T D W J W Q A K B$ $Q G Q D C V A X R Y K T X B P D L R E T S C L R$ $M G N Y R D O Y Z E B A R G S V Q Y L D G K Z A$ $C E R C E U A P B T A A Q G I B R V Z H X I L I$ Z N U O O R H WVFI D TACTILEHNEZN R M WW D H I A ENGFTOOJNDSBDXCK $S B O Y M D E L G D S T R T B F J T K B C D R I$ K A E P A E X TROVERTJFJUUXSGVT

| right brain | kinistethic | left brain | intuitive |
| :--- | :--- | :--- | :--- |
| perceiver | extrovert | introvert | receptive |
| Auditory | thinker | tactile | graphic |
| judger | sensor | feeler | visual |
| verbal | write | read |  |

