

PATTERN ANALYSIS WORKSHEET

Prepared for: _____

Date: _____

Factor		Needs	Motivators	Additional Points You Want to Convey
Highest				
Next Highest (if applicable)				
Next Highest (if applicable)				

Factor		Preferred Environment	Avoid	Additional Points You Want to Convey
Lowest				
Next Lowest (if applicable)				
Next Lowest (if applicable)				

Factor Combination		Notes	Factor Combination		Notes
A:B Orientation			B:C Connection		
A:C Action			B:D Interaction		
A:D Risk			C:D Rules		

