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*Your guide to an in-depth personality analysis*

# TRAITS & PERSONALITY



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## Table of contents

Empathy	10
Leadership Potential	11
Openness	12
Extraversion	13
Agreeableness	14
Conscientiousness	15
Warrior or Worrier Personality	16
Exploratory Behaviour	16
Creativity	17
Entrepreneurship Potential	18
Angry Reaction	19
Angry Temperament	20
Optimism	21
Self-Esteem	22
Impulsivity	23
Memory Performance	24
Intelligence	25
General Cognition	26
Verbal Numerical Reasoning	27
Car Driving Skills	28
Educational Attainment	29
Reaction Time	30
Happiness	31
Morning person or Night owl	32
Neuroticism	33
Musical Ability	34
Fear of Pain	35

**This is a sample report**

# Introduction

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Some people are predisposed to being open and outgoing, while others may be more shy and reserved. While some may be big risk-takers, a few others may prefer playing it safe.

Behavioral genetics has shown that there is significant heritability for personality traits. An understanding of the genetic variants you carry will help in understanding yourself better and in enhancing and developing aspects of your personality.

A commonly noticeable attribute among individuals is their predisposition to extroversion or introversion. Clearly, while some people enjoy or even seek attention and seem to be natural extroverts, some are the opposite. Nature may have intended for individuals of different personalities to play different roles, as demonstrated by the following passage.

Researchers from UC Santa Barbara studied 600 adult members of an isolated indigenous population in central Bolivia, the Tsimane, and found that men who were outgoing and open were associated with having more children. Extroverts tend to be more relaxed during social gatherings, having more fun with friends and taking risks, which may be rewarding and dangerous. A study conducted by researchers from the University of Newcastle showed that extroverts were more likely to be injured due to increased risk of conflicts. On the other hand, introverts tend to be more careful and astute, learning from other people's actions rather than their own. From an evolutionary aspect, while extroverts helped increase the kind, introverts helped preserve.

Facts associated with genes and personality traits.

- **34 to 47% variance in empathy is genetic**
- **24% variance in leadership potential is genetic**
- **50% of entrepreneurship ability is due to genetic factors**
- **20% of the variation in educational attainment is genetic**
- **67% of anger trait variation is associated with genetic variability**
- **33% variation in life satisfaction is associated with genetic variation**

In this report, we profile genes that have been shown to influence personality traits like leadership potential, empathy, extroversion, entrepreneurship, maths ability and several other attributes relevant to innate character and personality.

Quoting the famous scientist Albert Einstein, who was an introvert himself, "Everybody is a genius. But if you judge a fish by its ability to climb a tree, it will live its whole life thinking it is stupid."

We hope this report will help you understand yourself better, enhance your best attributes, and help you improve on areas that may need improvement.

Please remember that much of the information presented in this report is preliminary in nature, as is the current state of research in behavioral genetics. So, please exercise caution and discretion in how you use this information.

# Introduction

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**Human personality is a complex interplay between genetics and the environment (lifestyle, teaching methodology, experiences, diet, activity, stress, etc.). Your genes and the environment you are exposed to play a vital role in molding your personality.**

This report is presented in a user-friendly language and format. The following tips will help you get the best information value out of the report.

## **1. The word likely is used often in the report. What does it mean?**

People generally know that high cholesterol can lead to heart conditions. However, some individuals with high cholesterol do not develop heart disease. Similarly, smoking can lead to lung disease, but not always. Hence, certain genetic parameters can lead to certain outcomes, but other factors may modify the outcome.

## **2. What does the term normal mean in the report?**

Normal implies an average outcome. For example, the normal likelihood of leadership potential is the average genetic likelihood of having leadership potential.

## **3. How do I know which result is applicable to me?**

Only results with a check mark (✓) or exclamation (!) apply to you. The others are not applicable. All possible outcomes are provided in the table to provide a context to your outcome.




## **4. Where did the information contained in the report come from?**





The genetic markers used in this report are based on scientific studies published in international journals. A list of references is available to read on our web blog.





## **5. Is a normal genetic likelihood of developing a certain personality trait the only determinant?**





Genetic predisposition for any particular personality trait is one of the influencing aspects. The right training, exposure, and other environmental factors play an equally important role in molding a trait.

# YOUR SUMMARY RESULTS





Trait Name	Your Result	Your Outcomes
<p><b>Empathy</b> Empathy is the ability to understand the feelings and experiences of another individual. People with certain genetic types are more likely to be empathetic. <a href="#">Learn More</a></p>		<p>...</p> <p>...</p> <p>...</p>
<p><b>Leadership Potential</b> Leadership is the ability to inspire others to perform well. People with certain genetic types are more likely to have enhanced leadership qualities. <a href="#">Learn More</a></p>		<p>...</p> <p>...</p> <p>...</p>
<p><b>Openness</b> People with this trait are often open to seeking unconventional and new experiences. People with certain genetic types are more likely to be open to experiences. <a href="#">Learn More</a></p>		<p>...</p> <p>...</p> <p>...</p>

<p><b>Extraversion</b>  Extraversion is an indication of how social an individual is. People with certain genetic types have a higher likelihood of being extroverts.  <a href="#">Learn More</a></p>		<p>Extraversion is a personality trait characterized by a tendency to seek out and enjoy being around other people. People who are extraverted are often described as outgoing, energetic, and assertive. They tend to be more socially active and enjoy being the center of attention. Extraversion is one of the Big Five personality traits, and it is associated with higher levels of energy, optimism, and risk-taking behavior.</p>
<p><b>Agreeableness</b>  Agreeableness is associated with pro-social behavior. People with certain genetic types have a higher likelihood of being agreeable.  <a href="#">Learn More</a></p>		<p>Agreeableness is a personality trait characterized by a tendency to be cooperative, kind, and trusting. People who are high in agreeableness are often described as warm, empathetic, and helpful. They tend to be more socially oriented and are more likely to engage in pro-social behaviors. Agreeableness is one of the Big Five personality traits, and it is associated with higher levels of empathy, compassion, and social harmony.</p>
<p><b>Conscientiousness</b>  Conscientiousness is associated with being vigilant. People with certain genetic types have a higher likelihood of being conscientious.  <a href="#">Learn More</a></p>		<p>Conscientiousness is a personality trait characterized by a tendency to be organized, responsible, and goal-oriented. People who are high in conscientiousness are often described as diligent, reliable, and detail-oriented. They tend to be more organized and are more likely to follow through on their commitments. Conscientiousness is one of the Big Five personality traits, and it is associated with higher levels of achievement, productivity, and self-discipline.</p>
<p><b>Warrior or Worrier Personality</b>  Depending on the type of COMT gene a person has, they can either exhibit warrior or worrier characteristics.  <a href="#">Learn More</a></p>		<p>The warrior or worrier personality is a concept that refers to the different ways in which the COMT gene can affect a person's personality. People with the warrior personality are often described as confident, assertive, and risk-taking. They tend to be more socially active and are more likely to engage in high-risk activities. People with the worrier personality are often described as cautious, anxious, and risk-averse. They tend to be more socially withdrawn and are more likely to avoid high-risk activities. The warrior or worrier personality is associated with the COMT gene, which is involved in the regulation of dopamine levels in the brain.</p>

<p><b>Exploratory Behaviour</b>  Exploratory behavior (EB) is an initiative to learn more about an individual’s environment. People with certain genetic types are more likely to have EB.  <a href="#">Learn More</a></p>		<p>Exploratory Behaviour</p> <p>Exploratory Behaviour</p> <p>Exploratory Behaviour</p>
<p><b>Creativity</b>  Creativity is the use of imagination or ideas. People with certain genetic types have a higher likelihood of being creative.  <a href="#">Learn More</a></p>		<p>Creativity</p> <p>Creativity</p> <p>Creativity</p>
<p><b>Entrepreneurship Potential</b>  Entrepreneurship potential or self-employment is the capacity to develop and manage a business. People with certain genetic types have a higher likelihood of being entrepreneurs.  <a href="#">Learn More</a></p>		<p>Entrepreneurship Potential</p> <p>Entrepreneurship Potential</p> <p>Entrepreneurship Potential</p>
<p><b>Angry Reaction</b>  Anger can be an intense emotional response to a stimulus. People with certain genetic types are at a higher risk of having an angry reaction.  <a href="#">Learn More</a></p>		<p>Angry Reaction</p> <p>Angry Reaction</p> <p>Angry Reaction</p>

<p><b>Angry Temperament</b>        Anger is a complex trait that includes hostility, irritability and aggression. People with certain genetic types are more likely to have higher anger measures.  <a href="#">Learn More</a></p>		<p>...</p> <p>...</p> <p>...</p>
<p><b>Optimism</b>        Optimism is the expectation of a positive or favorable outcome. People with certain genetic types have a higher likelihood of being optimistic.  <a href="#">Learn More</a></p>		<p>...</p> <p>...</p> <p>...</p>
<p><b>Self-Esteem</b>        Self-esteem is a reflection of an individual's sense of self-worth. People with certain genetic types have a higher likelihood of having better self-esteem.  <a href="#">Learn More</a></p>		<p>...</p> <p>...</p> <p>...</p>
<p><b>Impulsivity</b>        Impulsivity is to act with little or minimal forethought. People with certain genetic types have a higher likelihood of being impulsive.  <a href="#">Learn More</a></p>		<p>...</p> <p>...</p> <p>...</p>



<p><b>Memory Performance</b>  Memory is the ability to store information and then retrieve it. People with certain genetic types are more likely to have a better memory.  <a href="#">Learn More</a></p>		<p>...</p>
<p><b>Intelligence</b>  Intelligence is the capacity to understand, learn, reason and plan. People with certain genetic types have a higher likelihood of having higher intelligence.  <a href="#">Learn More</a></p>		<p>...</p>
<p><b>General Cognition</b>  Cognitive abilities involve on-the-spot processing of information. People with certain genetic types are more likely to have higher general cognition.  <a href="#">Learn More</a></p>		<p>...</p>
<p><b>Verbal Numerical Reasoning</b>  Verbal numerical reasoning(VNL) is the comprehension of words, facts and figures. People with certain genetic types are more likely to have better VNL.  <a href="#">Learn More</a></p>		<p>...</p>



## **EMPATHY**

### **Normal: Normal likelihood to be empathetic**

Empathy is the ability to understand the feelings and experiences of another individual from their frame of reference. An internal study by Google, called Project Aristotle, to identify what makes some of its teams successful showed that the most successful teams included people who could read emotions based on nonverbal cues. Research indicates that pleasure

### **Recommendations:**

- Paying attention to others' words and body language, acknowledging our feelings when

**Genes Analyzed:** CD38, DBH, CTC-497E21.3, CTC-497E21.5, BDNF, OXTR

**Number of Gene Markers Found:** 7

**Number of Gene Markers Analyzed:**10



## LEADERSHIP POTENTIAL

**Normal: Likely to have normal leadership potential**

Leadership is the ability to inspire others to perform well and to take swift and decisive action. According to an article published in the Harvard Business Review by Sorcher and Brant, leadership was hardwired in people before they reached their early or mid-twenties.

### Recommendations:

- A good leader is someone who inspires passion and motivates those around.

**Genes Analyzed:** KLF5, CHRN3, LOC105379396, ZNF618;RGS3, ZSWIM6, MST1R;MON1A, HTR2A, LINC01239;ELAVL2, MIR2113;POU3F2

**Number of Gene Markers Found:** 8

**Number of Gene Markers Analyzed:**11



## **OPENNESS**

**Normal: Likely to have normal openness**

Openness to experience is one of the five big personality traits. Higher openness can help you navigate out of your comfort zone. People who are more open tend to seek unconventional and new experiences like traveling to new locations or embracing different

### **Recommendations:**

- Openness is also an essential trait of successful innovators and creatives throughout

**Genes Analyzed:** PDIA6, KCNF1, LILRA4, LAIR1, GRIK3, ZNF180, CNR1, DGKH

**Number of Gene Markers Found:** 7

**Number of Gene Markers Analyzed:**12



## EXTRAVERSION

**Normal: Likely to have normal extraversion**

Extraversion indicates how social an individual is. According to psychologist Carl Jung, who coined the term extraversion, extroverted people direct their energy outwards and seek excitement or stimulus from the outside environment. They tend to be more outgoing and thrive in the company of others with plenty of networking opportunities. Many studies point

### Recommendations:

- Extraverted people tend to seek social stimulation and opportunities to engage with others.

**Genes Analyzed:** WSCD2, MTMR9, ADRB1, PCDH15, GRIK3, ZNF180, RAPGEF6, COMT, CNR1, CRTAC1, OLFM1, KIAA0649

**Number of Gene Markers Found:** 12

**Number of Gene Markers Analyzed:**15



## **AGREEABLENESS**

**Normal: Likely to have normal agreeableness**

Agreeableness is a personality trait associated with pro-social behavior like willingness to help people in need and an aim to please others. People with this trait work well in a team and will try and find amicable solutions in times of conflict. Numerous studies on personality traits have reported that people who are agreeable lead happier lives. People with

### **Recommendations:**

- Agreeableness is an essential trait in building relationships and making friends. Assuming

**Genes Analyzed:** CLOCK, COMT, CNR1, CDH13, CADM2

**Number of Gene Markers Found:** 5

**Number of Gene Markers Analyzed:**7



## CONSCIENTIOUSNESS

### Lower: Less likely to be conscientious

Conscientiousness is the personality trait of a person who is aware of the impact their behavior has on those around them. Conscientious people tend to be goal-oriented and ambitious. According to a 2016 study, conscientious people tend to be more empathetic

### Recommendations:

- Conscientiousness can bring huge benefits to many areas of life, including being the best and most reliable predictor of successful job hunting. Some effective ways to develop and sustain conscientiousness are listed below.
- Set your mind on specifics- Focus on specific goals like being punctual or keeping your table clean: this will help your larger purpose of being conscientious.

**Genes Analyzed:** COMT, BDNF, CNR1, NPY

**Number of Gene Markers Found:** 5

**Number of Gene Markers Analyzed:**6

# Disclaimer

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Only full genome sequences are exhaustive. All other forms of genetic tests only provide a limited subset of genetic information relevant to specific conditions. Since this report is not generated by conducting a whole genome sequence test, the results reported are limited to a specific set of mutations known to be associated with specific conditions. Genetic information is also subject to revision based on the latest advances in scientific research. Therefore the interpretation of results reported herein may vary or be altered subject to ongoing research. Sometimes, the interpretations may vary from company to company based on which studies are being given a higher preference compared to others.

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