

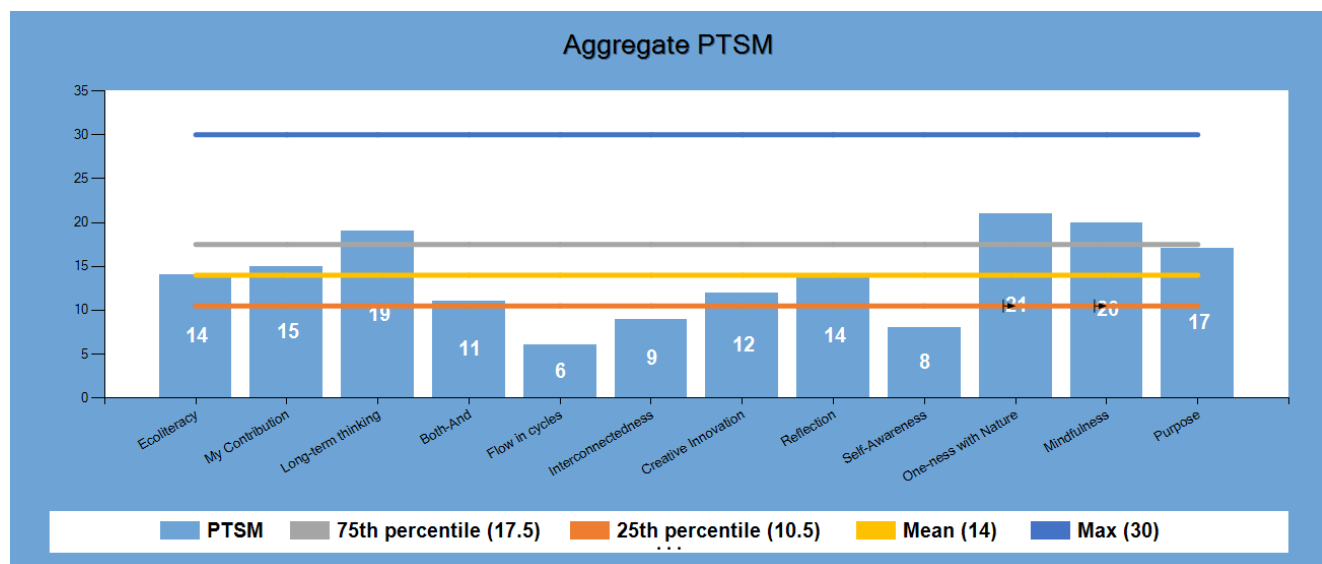


Figure 2

This graph complements the information from Figure 1 and provides you with a quantitative view. For each principle, the aggregate Points Towards a Sustainability Mindset (PTSM) are shown, as well as the maximum that could be reached by your group. In addition, the figure shows the mean PTSM, as well as the 25th and 75th percentile (the value below with 25% or 75% of the answers lie, respectively). An example to help interpret this graph: a principle with a PTSM below the 25th percentile is very weakly developed in your group and should be considered as one that needs attention. On the other hand, a principle with a PTSM above the mean or even above the 75% percentile is well developed.

## WHAT THIS TELLS YOU

This graph shows the trend of your group in the aggregate, in terms of their cognitive understanding of the different Sustainability Mindset aspects, as well as how they express those aspects in concrete actions and behaviors, and how they engage their feelings.

Please note that some participants decided to answer with “Neither”. We use the expression Points towards a Conventional Mindset (PTCM) for the choices that represent the absence of that Sustainability Mindset aspect, thus are indicators of a Conventional Mindset. The distribution of PTSM, PTCM and “Neither” answers are shown below in Figure 3.

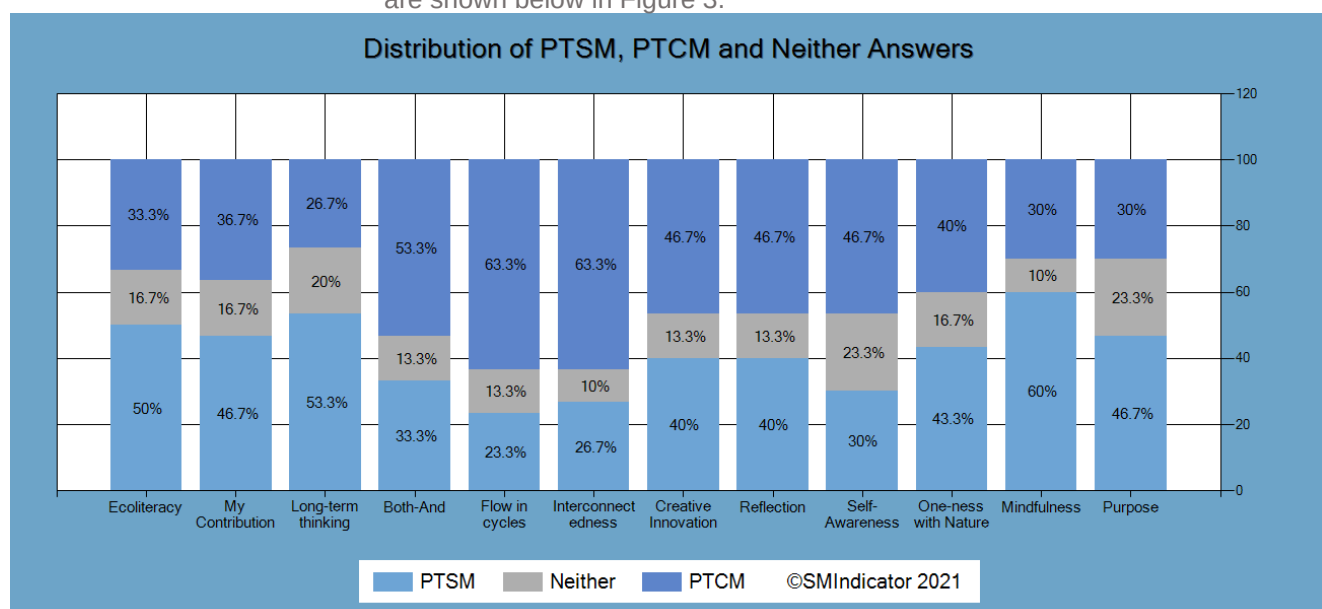


Figure 3