
Worley's Identity Discovery Profile WIDP, Inc.



UEID: EGXJVCXAUE23
CAGE Code: 9FNM6

04/21/2023

To whom it may concern

Department

Solicitation Number

Prepared For:

Agency

Attn: To whom it may concern.

Address

Sincerely,

John Wayne Worley, Ph.D.



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Capability Statement



CAPABILITY STATEMENT

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Executive Summary

Dr. John Wayne Worley, (Ph. D), Clinical Psychologist, Temperament Expert, Author, and is the Creator of the WIDP assessment, a which is psychologically concrete, dependable, and reliable.

Dr. Worley has 40 years of clinical experience in developing organizations and individuals, conducting seminars, and certifying individuals on WIDP (Worley's Identity Discovery Profile) (Analysis of the 5 Temperaments - Maximizing Individual and Group Success)

Dr. Worley was a Co-Founder of the Leadership Development Association (LDA) specializing in Executive Development and Human Relations.

Past Performance

To date, this organization has completed a myriad of WIDP seminars and over the decades has trained and certified hundreds of individuals.

Core Competencies

- Leadership and Management Development
- Seminars and Temperament Certifications
- Findings Irrefutable Answers through Temperament Assessment

Certifications:

- 40 years as a Clinician, speaks for itself.

COMPANY DETAILS

JOHN WORLEY
(978) 514-1585
jwworley@comcast.net

JOHN WAYNE WORLEY
190 Bishop Road, Fitchburg, MA
01420 United States

Differentiators

WIDP is about temperament. Temperament is determined at conception and cannot be changed. WIDP is based on discovering your temperament, the real person. Worley's Identity Discovery Profile (WIDP), provides a comprehensive identification of needs, desires, and interpersonal behaviors in three fundamental areas of life:

- The Social Profile determines whether an individual will have many or just a few relationships socially and vocationally.
- The Leadership Profile determines who maintains the power and makes decisions within relationships.
- The Relationship Profile determines how emotionally open or closed to relationships an individual is. Available in English, Spanish, and Portuguese, for adults and youth (ages 6–16).

NAICS CODES

- 541612- Human Resources Consulting Services
- 561110- Office Administrative Services
- 621111-Offices of Physicians (except Mental Health Specialists)
- 621330-621330 Offices of Mental Health Practitioners (except Physicians)
- 611430 Management development training
- 611710 - Educational Support Services

DR. JOHN

Worley's Identity
Discovery
Profile WIDP, Inc.



[HTTPS://www.WIDP.org](https://www.WIDP.org)



jwworley@WIDP.org

Introduction:

Leadership Empowerment and Advancement through Temperament Understanding

The WIDP temperament report provides a comprehensive identification of the individuals needs and desires and interpersonal behavioral in three fundamental areas of life. Unlike personality test that merely describe social “masks” and behaviors, WIDP additionally identifies inner needs, **“The Real Person Behind the Mask.”** This is where WIDP provides insight that other behavioral and personality profiles do not deliver. WIDP reveals the individual’s demonstrated behavior toward others (objective behavior) and their desired behavior from others toward them (subjective behavior) needs.

WIDP gives you a picture of the total persons needs desires, probable behaviors, and potential conflicts. WIDP will increase the individual self-understanding, maximizing the potential for a fulfilled and balanced life. By developing their unique strengths and minimizing weakness, the individual can enjoy a greater success in interpersonal relationships at work, home, and socially.

The following detailed temperament assessment also indicates the individuals need to function as an introvert or extrovert in the three life areas. Not only is this information valuable for positive interpersonal relationships, but also is an Integral part of successful career placement, conflict resolution, team building, leadership development, new employee placement, and sales development.

WIDP enables you to quickly assess individual strengths and weaknesses. Target potential conflicts and develop sound strategies for growth in employment relationships or personal relationships.

WIDP describes characteristics found in individuals with certain score patterns. The overall high reliability of the guy DP is unparalleled in the field of psychological assessment instruments.

Reports generated by the fully automated WIDP System can be used in any environment by Consultants, HR departments, Educators, Counselors, families, anyone who needs a better understanding of their organization, themselves, or others.

Seminar Material:



Worley's ID Profile

Associate Seminar

01. Define Temperament

Personality, Character,
and Temperament

02. Plot Your Numbers

Activity Using Your
Unique Results

03. Demonstrated v. Desired

3 Main Areas and
Understanding Demonstrated
Behavior and Inner Desires

04. WIDP Sub-categories

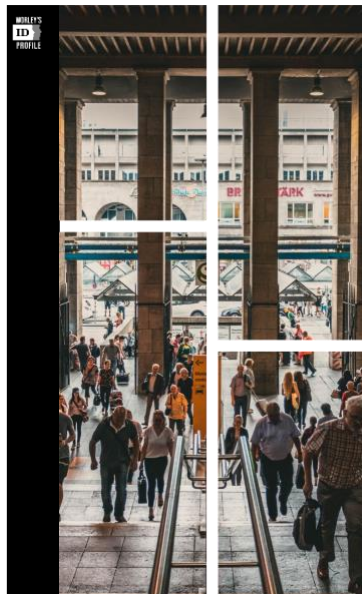
Eleven (11) Sub-Categories
of individuals "Only one of
its kind" Temperament

05. The 5 Temperaments

Temperament Needs and
Characteristics

06. The Scale

Reading and Interpreting
Profile Numbers



Worley's ID Profile

Affiliate Manager Seminar

01. Highlight & Review

Numbers Scale &
Temperament Decisions

02. Blends

The Dynamics of
Blended Temperaments

03. GAP Theory

Potential Conflict
Identification

04. Dominant Temperament

Behavior through
Relationship Temperament

05. Activity

Identifying GAPs and
Relationship Dynamics

06. Exercises

Multiple In-depth
Applications of Knowledge



Worley's Identity Discovery Profile (WIDP)

Worley's ID Profile provides a comprehensive identification of needs, desires, and interpersonal behaviors in three fundamental areas of life:

The **Social Profile** determines:

Whether an individual will have *Many* or just a *Few* relationships socially and vocationally.

The **Leadership Profile** determines:

Determines who maintains the *Power* and makes *Decisions* within relationships.

The **Relationship Profile** determines:

How emotionally *Open* or *Closed* to relationships an individual is.

Sub-Category Highlights of each Profile

- Work Orientation
- Motivation
- Intellectual Orientation
- Perception of Others
- Perception of Self
- Perception by Others
- Criteria for Relationships
- Emotional Orientation
- Rejection/Acceptance Profile
- Probable Weaknesses
- Probable Strengths

Upon completion of seminar training, participants will:

Understand the basic principles of WIDP and the effectiveness of the WIDP profile as related to many and various leadership applications to individual and group situations.

Be able to immediately identify conflicts and map out specific strategies to resolve the external and internal stress and conflict within individuals or groups.

WIDP is the instrument of the day for leadership empowerment and advancement.

WIDP Project Team

- John Wayne Worley, Ph.D., President
- Joshua Fodera
- Samuel Stevens
- Dorothy Kraft
- Jurandyr de Souza Fonseca
- Connie Davis
- Rosnell Simmons
- Christina Magee
- Sherri Worley
- Stephen Engman
- Kathern Dalzell-Argue

John Wayne Worley, Ph.D., President

Education:

- Doctor of Philosophy in Marriage and Family Therapy
 - Evangelical Theological Seminary (Biblical Life College & Seminary) – Dixon, MO
- Master of Divinity
 - Gordon Conwell Theological Seminary – South Hamilton, MA
- Bachelor of Liberal Arts Bible Major
 - Gordon College – Wenham, MA



Experience:

- Website Design
- Author (4) Books,
 - Inside Insight
 - Discover Family Social Needs and Desires
 - WIDP – Worley's Identity Discovery Profile – Analysis of the 5 Temperaments – Maximizing Individual and Group Success
 - False Messiah – An Authentic Interview
- Clinical Psychologist
- Leadership Development Associates (LDA)
- Worley's Identity Discovery Profile WIDP, Inc.
- Church Consultant & Leadership Development
- Pastoral Ministries & Leaders Development

Credentials:

- License Marriage and Family Therapist (LMFT)
- Licensed Mental Health Counselor (MHCC)
- Diplomat of Clinical Forensic Counseling
- Taylor Johnson Temperament Analysis (TJTA)
- Associate of Carlson Learning Company
- Certified Behavioral Therapist
- Advanced Teachers Certificate

Joshua Fodera

Education:

- The Chicago School of Professional Psychology – Washington, DC
 - Ph.D. in Business Psychology – Industrial & Organizational Track
- Wentworth Institute of Technology – Boston, MA
 - Construction Project Management Certificate Program
- Gordon College – Wenham, MA
 - Bachelor of Arts in Business Administration, and Finance; Concentration in Management



Experience:

- Dharam Consulting, New York, NY – Senior Construction Cost and Risk Consultant
- F.A. Williams Mechanical Contractor, Belmont, MA – Estimator & Project Manager
- 32 Roundy Street, Beverly, MA LLC – Property Manager
- Joshua Fodera Snow Removal, Lynnfield, MA – Self Employed Business Owner
- Cornerstone Construction, Somerville, MA – Carpenter Apprentice/Project Manager

Credentials:

- Wentworth Construction Management Project Certificate Program 2018
- Bloomberg Market Concepts, Bloomberg Institute 2017
- Worley's identity Discovery Profile WIDP, Inc. Affiliate Manager Certification – Advanced Standing – Instructor

Samuel Stevens

Education & Credentials:

- Certified Associate in Project Management (CAPM) 2023
- Training in Motivational Interviewing (2018)
- Certified Worley's identity Discovery Profile WIDP Affiliate Manager, 2017
- Department of Defense Secret Security Clearance (2003 – 2013)



Experience:

- Humble Pie Solutions – Organizational Engagement & Performance Consultant
- PRC Resources – Organizational Talent & Behavioral Consultant
- Xcution, Inc. – Professional Management Consultant
- United States Army – Communications Sergeant (9 years active duty, 3 combat tours)

Accolades:

- Club President, Rotary Club of Brenham (2019 – 2020)
- Warrior Leadership Development School Commandant's List for Recognized Excellence (2005)
- Military Honor Graduate in Occupational Specialty with 98.3 percentile (2003)
- DAR Good Citizen Award (2001)
- Boy's State Participant (2000)

Dorothy Kraft

Experience:

- WIDP, Inc. Certified WIDP Affiliate Manager (2017)
 - Facility, Leadership Development, coaching and consulting, using temperament alongside a certified international team of WIDP Affiliate Managers
 - Certified WIDP Associates and Affiliate Managers through Basic and Advanced training seminars ranging from 5 to 12 hours.
 - Present informational sessions for church, congregations, families, and individuals, introducing the basics of temperament.
- Legal Shield – Silver Executive Director (7 years)
 - Conduct business growth, mentoring, and leadership trait identification for 200 to 300 downline individuals throughout career.
 - 5000+ code calls made for lead generation sales and relationship cultivation securing multiple career accolades, including Silver Executive Director (Current), 5\$0,000 Ring Earner for generating 50,000+ sales (92K in 1 year) and, 100 sales in one calendar month (Team Collective).
 - Coordinate presentations of company marketing model as Lead Presenter totally not audience over 3000.
- Military Chaplin’s Spouse
 - As a prior military spouse, Army Chaplaincy, with deployment experience I’m familiar with Strong Bonds, Yellow Ribbon in Family Readiness Groups.



Jurandyr de Souza Fonseca (Jay)

Education:

- Bachelor of Aeronautical Sciences – 1980
 - Academia da Força Aérea AFA / Brazilian Air Force Academy
- Master of science in Remote Sensing – 1983
 - Instituto Nacional de Pesquisas Espaciais INPE Brazilian National Institute for Space Research
- Post-Graduation in Project Management - 1995
 - Universiade de São Paulo State University
- Worley's Identity Discovery Profile – 1997/8
 - WIDP Training Courses
- High Study Course on Politics and Strategy – 2004
 - Escola Superior de Guerra ESG / Brazilian Superior War College
- Basic (2106) and Biomechanics of Controlled Remote Viewing – 2018
 - Lambert Williams Enterprises, LLC.



Experience:

- 32 years as a military pilot in the Brazilian Air Force. Retired from active duty with the rank of colonel. Projects and Contracts Manager and Chief of Operations Division.
- 10 years of military career as and Vice-President of the Commission for Implantation of the Airspace Control System (CISCEA).
- Project Manager after retirement as a consultant for the Brazilian Department of Airspace Control (DECEA) fielding Business Intelligence and Project Management Control systems.
- Translated all WIDP materials to Portuguese supply the translated materials to 150 Brazilians to evaluate and successfully validate the translation by comparison to Dr. Worley's database.
- Authorized to translate and use Lyn Buchanan's (<https://www.crviewer.com/index/php>) controlled remote, viewing manual to train Portuguese, speaking remote viewing students.
- Remote viewing instructor in cofounder of Stargate Brazil (Quem Somos Stargate Brazil).
- International Remote Viewing Association (International Remote Viewing Association IRVAS) Leader for Portuguese, speaking Community of Special Interest.

Connie Davis

Education:

- Worley's Identity Discovery Profile WIDP, Inc. – 2023
 - Certified WIDP Affiliate Manager
- Weber State University
 - Business Administration & Accounting
- Authentic Living For Life – 2021
- Pragmatic Marketing, Level I & II VISA Business School



Experiences:

- CHIEF PRODUCT OFFICER – *CRYPTOFI*
- TRELANCE – SVP OF SALES ENABLEMENT
- SVP, ENTERPRISE PRODUCT MANAGEMENT DCC– *FIS GLOBAL*
- VISA COORDINATOR – *SAFE FCU*
- ELECTRONIC SERVICES – WELLS FARGO BANK

Rosnell Parker-Simmons

Education:

- Doctor of Clinical Christian Counseling: (Jacksonville Theological Seminary) DCCC
- Master of Arts Management/Human Resources Development: (Webster University, USA)
- Master of Human Resources Development: (Webster University, USA)
- Bachelor of Communication Studies: (Wilfrid Laurier University, Ontario, Canada).



Credentials:

- WIDP Affiliate Manager Temperament Expert in Leadership Development.
- Certified Licensed Clinical Pastoral Counselor – Advanced. (NCCA LCPC)
- Certified Licensed Temperament Pastoral Counselor. (NCCA CTC)
- Certified Clinical Christian Counselor. (CCC)
- Certified Creation Therapist: Human Behavior and Temperament Therapy. (Sarasota Academy of Christian Counseling.
- Certified Professional Image Management Consultant. (AICI)
- Professional Clinical Member: National Christian Counselors Association. (NCCA)
- Licensed and Ordained Minister.
- Published Author.

Expertise:

Twenty plus years of Business Based Management and Entrepreneurial Experience. Skilled in: Temperament based Leadership; Recruitment and Selection; Training and Development; Business Administration; Quality Control; Development and Implementation of Standard Operating Procedures; Project Management; Strategic Growth Development; Customer Relations; Seminar/Workshop Design and Execution; Self and Personal Growth Development/Image Enhancement and Business Etiquette.

Stephen Engman

Education:

- WIDP Certified Manager – Leadership Development
- Certified Hartford State Technical College - Information Technology
- University of Connecticut, (Business Administration)

Experience:

- Executive Leadership Development
- Business planning, Ownerships and Operations
- Problem Solving and Critical Thinking
- Product Vision Development and Solution Selling



Credentials:

- In recent years Stephen has managed various technology and business projects for a broad range of corporate clients driving the successful completion of many projects with budgets from \$500k to \$25 million dollars.

Sherri Worley

Education/Certifications:

- Bachelor of Arts – Smith College, Northampton, MA – May 1995
- IT MBA Courses: 24 credits – University of Phoenix, Burlington, MA – 2004 – 2007

Experience:

- Cleaver-Brooks, Thomasville, GA – Director ERP Business Solutions
- Arlene Candles, Milford, NH - IT Director
- Cytiva, Marlborough, MA – Ecommerce Integration Leader
- IT Works/Stolle Machinery, Centennial, CO – Senior IFS Consultant
- ACS industries, Lincoln, RI – Global IT Director
- Beaver-Visitec International, Waltham, MA – Global Applications Manager
- Waddington North America, Chelmsford, MA – Information Technology Manager



Credentials:

- Product Vision Development and Solution Selling
- Microsoft Certified IT Professional: Enterprise + Windows 7 + License 292998
- Electronic Engineering Certification – CETA, Inc. Marlboro, MA
- Linux Red Hat Fundamentals – May 2008
- Oracle 10G Administration Workshop1 – February 2008
- IFS ERP Administration Workshop – June 2014
- IT Professional who brings 15+ years of technical and distributed team management experience in support of globally deployed business systems in a manufacturing environment. This was developed through extensive hands-on technical experience and a strong ability to drive IT projects to completion.

Christina Ann Magee

Experience:

- Silpro, LLC, Ayer, MA – Accounting Manager
- Golf Management Company, Hudson, NH – Accounting Manager
- Fuze, Inc. (Formerly Thinking Phones), Cambridge, MA – Manager, Financial Operations
- EasyAsk, a Division of Progress Software, Bedford, MA – Administrative Assistant



Credentials:

- QuickBooks, Advanced Microsoft Excel, Advanced Adobe Acrobat, Salesforce, NetSuite, and I am easily adaptable to all open-source software.
- Ob10 submissions, FCC RedLight/Interstate TRS Reporting, State and Federal Filings.

WORLEY'S



PROFILE

Fee Proposal