competition

Work Environment: busy, formal Gains Security by: being in control

Motivated by: achievement Measures Progess by: results

Fears: being taken advantage of, loss of

control

Irritated by: inefficiency, indecision,

slowness

Decisions are: quick

Limitations: impatience, selective hearing

Increase Effectiveness: being more

patient, willing to learn

Under Tension: dictate, assert Likes you to be: to the point

Wants to be: in charge, maintain success

Tends to do Things: rapidly

FAST PACED

Recognized by: talkative, enthusiastic,

optimistic, energy

Work Environment: stimulating, personal,

Gains Security by: flexibility and variety

Motivated by: social recognition

Measures Progess by: applause, praise

Fears: social rejection

Irritated by: routine, formality **Decisions are:** spontaneous

Limitations: lack of follow through Increase Effectiveness: self discipline.

follow through on taks

Under Tension: attack, use sarcasm

Likes you to be: stimulating

Wants to be: admired, maintain

Tends to do Things: enthusiastically

INFLUENCE

DOMINANCE



Work Environment: structured,

organized, formal

Decisions are: deliberate

Limitations: overly critical of self and

Increase Effectiveness: being more

tolerant of self and others

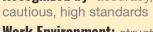
Likes you to be: precise

Wants to be: correct, maintain credibility



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Recognized by: accuracy,



Gains Security by: preparation

Motivated by: correctness

Measures Progess by: getting it right Fears: criticism of what they do

Irritated by: surprises, unpredictability

Under Tension: withdraw, avoid

Tends to do Things: precisely



STFADINFSS

co-operation, persistent, patient

Work Environment: personal, relaxed, friendly

Recognized by: friendship,

Gains Security by: close relationships Motivated by: acceptance stability Measures Progess by: appreciation

Fears: personal rejection, sudden change **Irritated by:** insensitivity, impatience

Decisions are: considerate

Limitations: overly modest, resist change **Increase Effectiveness:** belief in self, being

more open to change

Under Tension: submit, acquiesce

Likes you to be: pleasant

Wants to be: liked, maintain relationships

Tends to do Things: patiently

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SLOW PACED

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