

TRAIT SUMMARY CHART

SITUATIONS:

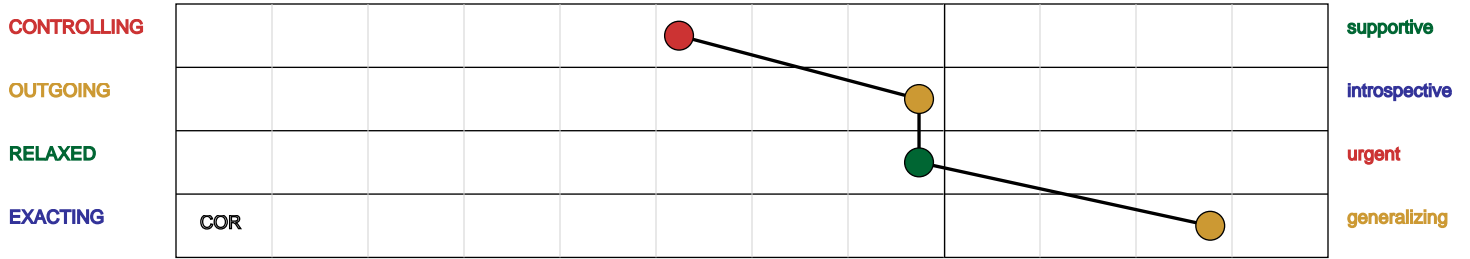
	CONTROLLING				supportive
Decision-making:	authoritative	assertive			
Communication:	blunt	to-the-point			
Leadership:	demanding of self, others	confident leader			
Follower Role:	rebellious	strong-willed			
Approach to Change:	uncompromising	positive			
Best Environment:	full task control	challenge			
Under Pressure:	steam-roller	commanding			
Worst Environment:	too many bosses	indecision			
Pet Peeves:	compromise	incompetence			

	OUTGOING				introspective
*Flexible trait, may change;tends toward indicated side					
Decision-making:		enthusiastic			analytical
Communication:		persuasive			reserved
Leadership:		team player			observer
Follower Role:		cooperative			non-disruptive
Approach to Change:		optimistic			questioning
Best Environment:		be with friends			personal time
Under Pressure:		sarcastic			speak selectively
Worst Environment:		rejection			unexpected exposure
Pet Peeves:		non-communication			speaking before thinking

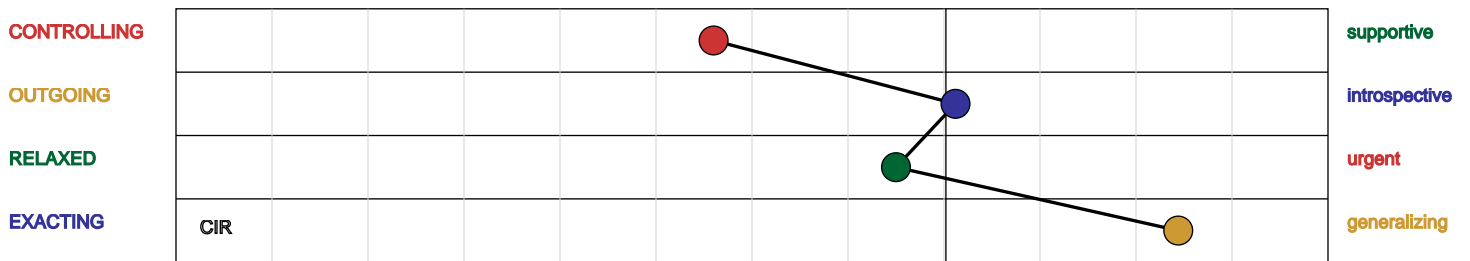
	RELAXED				urgent
*Flexible trait, may change;tends toward indicated side					
Decision-making:		unhurried			quick
Communication:		casual			fastspeaking
Leadership:		planner			action-oriented
Follower Role:		dependable			active
Approach to Change:		deliberate			swift
Best Environment:		cooperation			variety
Under Pressure:		cover angerw/smile			abrupt
Worst Environment:		unexpected demands			slow-downs
Pet Peeves:		high pressure directives			waiting in lines

	EXACTING				generalizing
Decision-making:					overview priorities
Communication:					unrestrained
Leadership:					delegators
Follower Role:					self-reliant
Approach to Change:					open-minded
Best Environment:					independence
Under Pressure:					generalize
Worst Environment:					bureaucracy
Pet Peeves:					structured settings
					big picture perspective
					unrestrained
					free-wheeling
					independent
					challenge tradition
					no restrictions
					disregard details
					detailed accountability
					perfectionistic demands

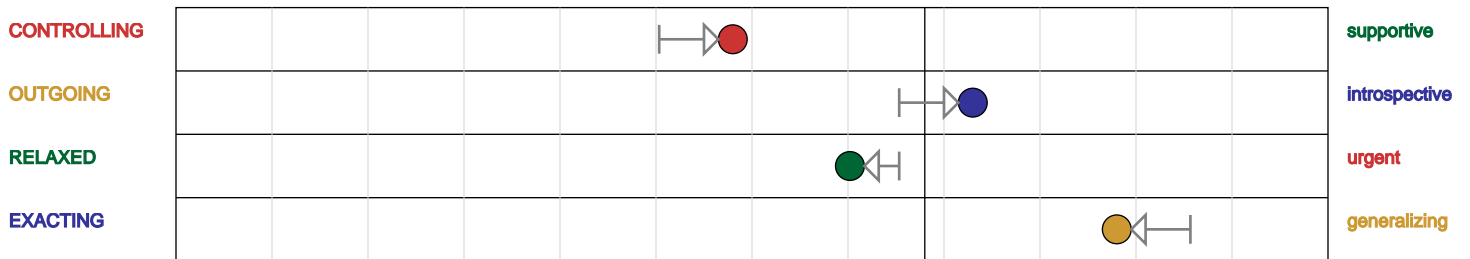
Natural Style Profile



First Impression Profile



Current Motivation Profile



Personal Expectations Response



Energy Reserve



Stress Level

