



DOMINANCE

First impressions: Self-confident, direct, determined, decisive

Motivators: Control, authority, competition, results

Stressors: Loss of control, being taken advantage of, appearing vulnerable

Limitations: Lack of concern for others, impatience, controlling, demanding

FAST-PACED

INFLUENCE

First impressions: Enthusiastic, engaging, optimistic, open

Motivators: Social recognition, group activities, building relationships

Stressors: Social rejection, disapproval, loss of influence, being ignored

Limitations: Impulsiveness, disorganisation, lack of attention to detail

TASK-FOCUSED

First impressions: Reserved, analytical, logical, careful

Motivators: Opportunities to use expertise or gain knowledge, setting and achieving high standards

Stressors: Criticism, slipshod methods, being wrong

Limitations: Overly critical of self and others, tendency to overanalyse, dwelling on mistakes

MODERATE-PACED

PEOPLE-FOCUSED

First impressions: Relaxed, supportive, amiable, patient

Motivators: Stability, sincere appreciation, cooperation, opportunities to help others

Stressors: Sudden change, personal conflict, offending others

Limitations: Overly accommodating, resistance to change, indecisiveness

COMPLIANCE

STEADINESS