

DOMINANCE

Control Specialist -

Shapes the environment by overcoming opposition to accomplish results.

Prioritizes: Task and Results

Motivated by:

Challenges

Appears to be:

Direct and Self Assured

Fears: Being taken advantage of

The "D" Style wants you to be Efficient.

INFLUENCE

Communication Specialist -

Shapes the environment by influencing or persuading others.

Prioritizes: People and Relationships

Motivated by: Social Recognition

Appears to be:

Persuasive & Enthusiastic

Fears: Social Rejection

The "I" Style wants you to be Enthusiastic.

STEADINESS

Harmonizing Specialist -

Cooperates with others within existing circumstances to carry out the task

Prioritizes: People and Collaboration

Motivated by:

Stability and Fairness

Appears to be: A Loyal Team Member

Fears: Unplanned Change

The "S" Style wants you to be Sincere.

COMPLIANCE

Information Specialist -

Works conscientiously within existing situations to ensure quality and accuracy.

Prioritizes: Task and Accuracy

Motivated by: Order and Systems

Appears to be:

Detail Orientated

Fears: Criticism of Work

The "C" style wants you to be Correct.