PERSONALTY TYPES

Analytical

RESERVED

EMOTIONS

Driver

ASKS QUESTIONS DETAIL ORIENTED & METHODICAL VALUES ACCURACY & PRECISION LOGICAL & SYSTEMATIC IN DECISION MAKING PREFERS FACTS & DATA-DRIVEN APPROACHES CAUTIOUS & THOROUGH BEFORE ACTING **AVOIDS RISKS & PREFERS STRUCTURE** CAN BE SEEN AS OVERLY CRITICAL OR RESERVED MOTIVATED BY A NEED FOR EXPERTISE

"I THINK"

"LETS DO IT THE RIGHT WAY"

TELLS

GOAL-ORIENTED & FOCUSED ON RESULTS DECISIVE AND ACTION ORIENTED COMPETITIVE & ASSERTIVE PREFERS TO TAKE CONTROL & LEAD **EFFICIENT & DIRECT COMMUNICATION VALUES SPEED & PRODUCTIVITY** CAN BE IMPATIENT MOTIVATED BY CHALLEGES & ACHIEVEMENTS

"I KNOW"

"LET'S DO IT MY WAY"

Amiable

ASKS QUESTIONS COOPERATIVE & SUPPORTIVE VALUES RELATIONSHIPS & HARMONY PATIENT & GOOD LISTENER **EMPATHETIC & UNDERSTANDING AVOIDS CONFLICT & SEEKS CONSENSUS** PREFERS WORKING IN A TEAM CAN BE INDECISIVE OR RESISTANT TO CHANGE MOTIVATED BY APPRECIATION & BELONGING

"I LIKE"

"LET'S DO IT TOGETHER"

Expressive

TELLS ENTHUSIASTIC & ENERGETIC OUTGOING & ENJOYS SOCIAL INTERACTION SPONTANEOUS AND CREATIVE PERSUASIVE & INFLUENTIAL SEEKS RECOGNITION & CENTER OF ATTENTION FLEXIBLE AND OPEN TO CHANGE MAY BE DISORGANIZED OR LACK OF DETAILS MOTIVATED BY EXCITEMENT & ACKNOWLEDGMENT

"I FEEL"

"LET'S DO IT WITH SOME FUN"

OUT GOING

