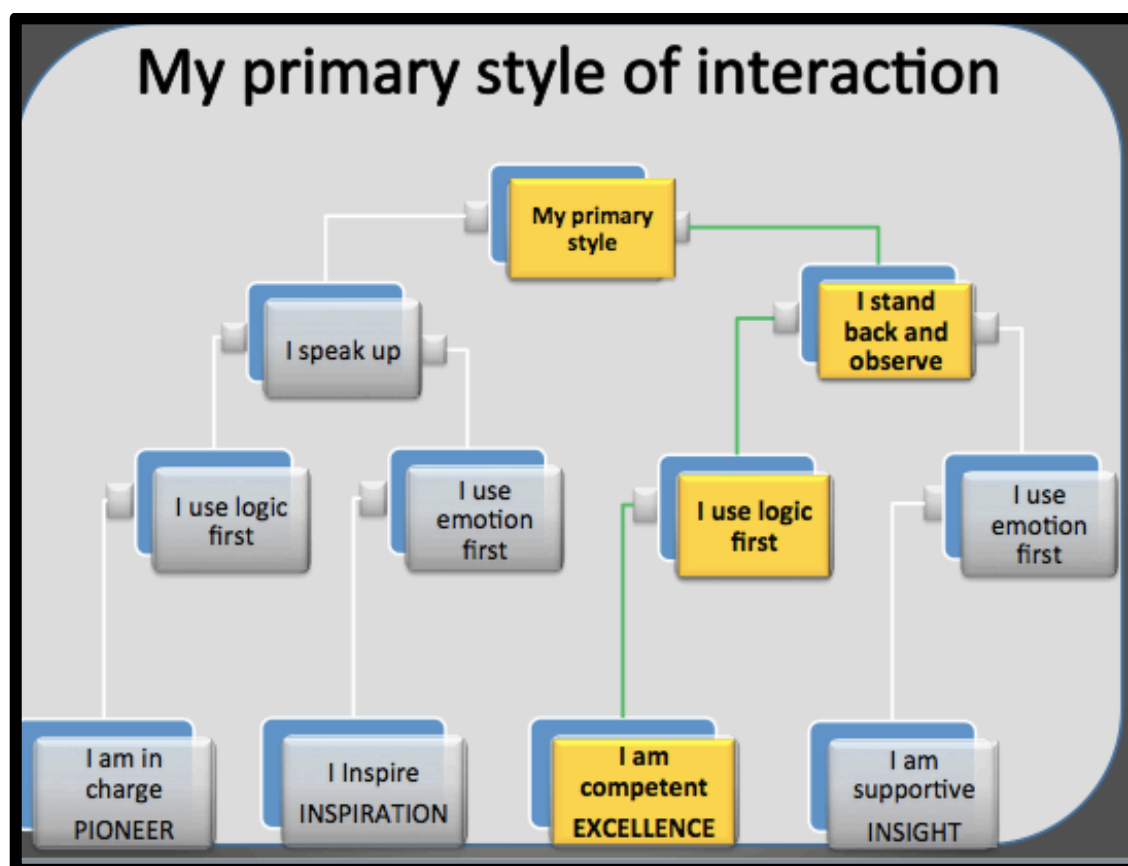




Primary Style: Excellence



Leadership: Empowering yourself

You empower yourself through the high quality of your thinking contribution towards any situation. Your analytical mind can work through data to reach an accurate and logical conclusion. This enables you to discern, interpret and communicate what is happening around you in a logical and methodical





manner. You are structured in your approach to life and can see order where everyone else sees only chaos. Whilst you might take some time to decide upon your direction, your discipline and deliberate approach will ensure that you achieve your goals.

Leadership: Empowering others

You empower others by maximising the standard in everything you do. You are the example and you set the standard for others to aspire to. In presenting or receiving information you value facts and figures and are able to make a sound decision and provide clear direction, through analysis. Others will turn to you when they need logical and often well researched and thought out insight into a problem.

Team work

Your ability to produce high quality work, which is accurate and precise, is extremely valuable to the groups and team projects you work with. Some might call you a perfectionist. Your attention to detail is very high and it is unlikely that you will make mistakes in your work. Your diligent approach ensures that you do not leave tasks incomplete and can be relied on by others to do your part to the highest possible standards.

Conflict

When working with others, the quality of the work you are doing will be your key focus, rather than the relationship itself and you might unintentionally undermine others by raising the standards unreasonably. You might also overpower others with your version of events or your opinion of the facts in a disagreement. If you want to increase your ability to empower others through excellence, you may want to focus on the impact that your communication style has on others. What may be logical and obvious to you may not be so to





others. Others may also not have the capacity or the desire to deal with the level of detail and facts that you do. You can improve your communication style by focusing on providing information to others in a format, which they find easier to absorb. Ask colleagues and friends what they need and listen carefully to their answer – it will likely reveal needs far less detail focused than your own.

Careers

You would be well suited to environments that require accuracy, research, problem solving, analytical thinking and striving for excellence such as Engineering, Research, Technical Analysis, Accounting and Invention.

Words which may be used to describe you (select 10 words which you think describe you most and then read through the descriptions to assist you with awareness of your interaction style).

diligent	analytical	perfectionist	evasive
logical	data driven	rule-oriented	defensive
organised	detail oriented	conventional	
structured	factual	cautious	
systematic	task focused		
accurate	restrained		
disciplined	deliberate		
	quiet		

- **You are diligent** and do everything you can to meet your commitments and obligations to the highest standard possible
- **You are logical** and approach situations in a structured way
- **You are organised** both in your thinking and your physical environment – everything has its place and there is a place for everything.
- **You are structured** in that you have a clear view of how things fit together.





You approach your communication and your work in a clearly defined way.

- **You are systematic** and work through a step-by-step approach or method in most things to achieve your objectives.
- **You are accurate** and take extra care to ensure that your information is correct and there are no errors.
- **You are disciplined** and do whatever needs to be done to achieve your objectives even if that means sacrificing time or personal enjoyment to achieve your outcome.
- **You are analytical** and look at things from every angle to understand the underlying drivers or reasons.
- **You are data driven** and place high value on validated facts to make your decisions.
- **You are detail oriented** and take the time to work through the detail to ensure it is correct. You have no problem looking at the smallest component of a piece of work to ensure that every element is correct.
- **You are factual** and prefer real data rather than hypothetical or imaginative scenarios.
- **You are task focused** and prefer to focus on the job at hand rather than on the people in the environment.
- **You are restrained** and do not react with loud outbursts or excitable communication; rather you present yourself calmly and without drama.
- **You are quiet** and keep your thoughts to yourself.
- **You are a perfectionist** and would prefer to work on something until you feel it is 100% correct and to standard before moving on to something else.
- **You are rule-oriented** and appreciate that if everyone sticks to the rules the results will follow. You like things to be done properly and rules make it easy to achieve this.
- **You are conventional** and prefer to fit in with the norm rather than stand out as the exception.
- **You are cautious** and carefully evaluate an approach before committing to a course of action.
- **You are evasive** and prefer to avoid conflict or unpleasantness rather than





face it head on.

- **You are defensive** if your work is criticised because you know it is highly unlikely to be incorrect.

