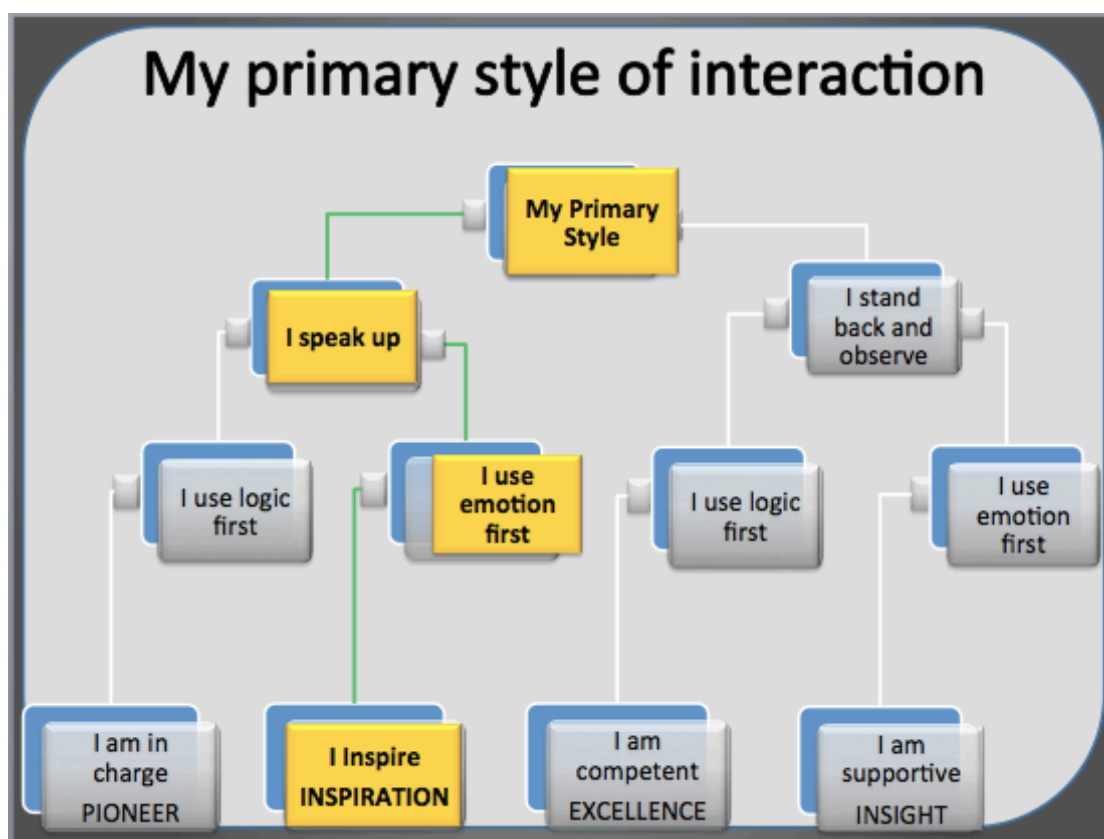




Primary Style: Inspiration



Leadership: Empowering yourself

You empower yourself through your optimistic and energetic approach to life. By seeking out connection with others and enjoyment of all interactions you develop and cultivate relationships where others may not be able to do so. And you do this effortlessly. In social environments (which in your mind are most environments) you are charming and may be jovial, and generally well





liked by those around you. You are an outgoing 'people-person' and you bring enthusiasm and energy to any environment.

A natural communicator, you thrive on your interaction with others and enjoy being in the spotlight. You are a natural 'showman'.

Leadership: Empowering others

You empower others by creating a shared vision and inspire others to achieve it with you, and sometimes for you. People enjoy being around you as you are easy to get along with and inject fun and energy into every situation. You are not defensive and that makes it easy for others to communicate with you. Your natural positivity attracts others and your ability to communicate your vision passionately encourages them to follow you.

Team work

With regard to work challenges and projects, your relationships with the people you work with are more important than the work itself and you naturally build bridges between the groups or teams you work in and others. These relationships may provide you with key strategic alliances with those who have skills that you do not, and are willing to work alongside you to fill those gaps.

Conflict

Because you are so relationship focused it is important to you that others make the effort to be friendly and outwardly show their approval. Your optimistic nature and ability to win others over ensure that you are popular in most environments. You are talkative and expressive and open about what you are thinking and you are naturally decisive. If you want to focus on developing your ability to inspire others, you may want to develop your





awareness of how others react to your communication style and to ensure that you don't take any perceived rejection or non acceptance personally. There may be times when you need to tone down your expressiveness to allow others to talk. Some individuals may feel overwhelmed by your energy and self-assuredness.

Careers

Your ability to make others feel at ease and even inspired will serve you well in environments that require people contact and leadership such as Education, Hospitality, Entertainment and Human Resources. You will be well suited to environments, which allow you freedom of expression alongside well-defined levels of expectation.

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).

communicator	high-spirited	emotional	disorganised
enthusiastic	extrovert	not detail oriented	loud
friendly	persuasive	talkative	
gregarious	need recognition	impulsive	
influential	expressive		
inspirational	energetic		
optimistic	fun-loving		
outgoing			
people-oriented			
social			
Intuitive			
charming			
jovial			
confident			





- **You are a communicator** and like to talk to people around you, you encourage conversation and like to share ideas and thoughts with others verbally.
- **You are enthusiastic** and bring passion and energy to what you do.
- **You are friendly** to people around you and make others feel welcome and safe.
- **You are gregarious** and entertain others with your expressive communication/interaction style.
- **You are influential** and others may change what they do to reflect your thoughts and actions.
- **You are inspirational** and positively motivate others around you to do more, work harder or to see your vision.
- **You are outgoing** and find it easy to make connections with others and to make yourself heard.
- **You are people-oriented** and are interested in others' motivation, concerns and interests.
- **You are social** and enjoy spending your leisure or work time in the company of others.
- **You are intuitive** and often come to correct conclusions by listening to your inner voice.
- **You are charming** and have an appealing personality to people around you.
- **You are jovial** and see the funny side of most things, you make others laugh.
- **You are high-spirited** and approach life with energy and vigour.
- **You are an extrovert** and focus on interacting with your surroundings rather than your inner thoughts and feelings.
- **You are persuasive** and can get people around you to change their minds or to take a course of action and to feel happy about doing so.
- **You need recognition** and seek validation from people around you to reassure you that you are okay.
- **You are expressive** and show your thoughts and feelings to those around you.
- **You are energetic** and drive high levels of activity in others.





- **You are fun-loving** and seek out opportunities to enjoy yourself.
- **You are emotional** and think with your heart about situations and how other people affect you.
- **You are not detail oriented** and prefer to just be given the bigger picture around ideas and plans.
- **You are talkative** and will easily strike up a conversation on any topic with those around you.
- **You are impulsive** and are eager to try new things.
- **You are disorganised** and you don't always know where to find your things.
- **You are loud** and people often know that you are in the room because they can hear you before they can see you.

