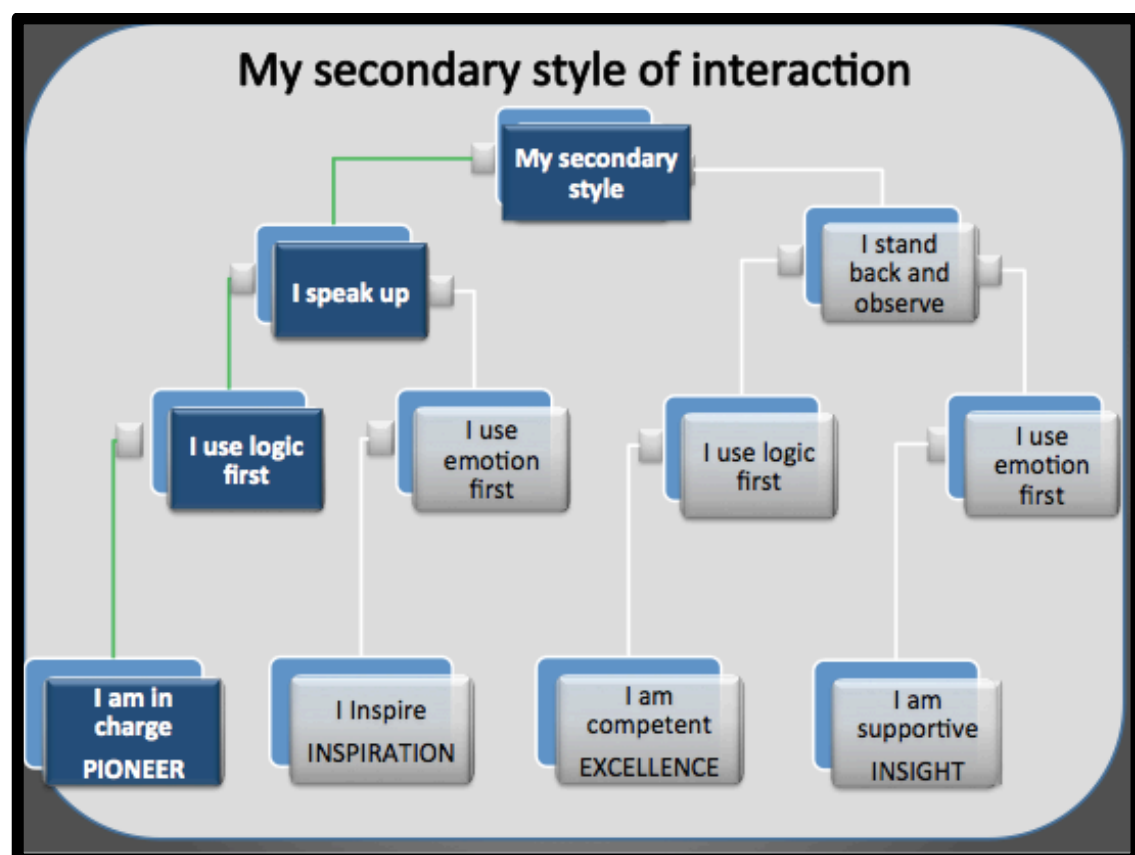




Secondary Style: Pioneer



Leadership: Empowering yourself

With Pioneer as your secondary interaction style you have the self-motivation, focus and determination to set and achieve your goals. You do not require external pressure or influence to succeed nor do you let external pressure or influence hold you back. Your secondary Pioneer style is a powerful one that





empowers you to be naturally decisive and forwards thinking.

Leadership: Empowering others

The Pioneer style empowers others by providing clear direction and leading the way. It is probable that you stand out in a group as a natural leader and others look to you for direction, as you often play the role of *Pioneer* in a group or within a project.

Team work

Your Pioneer need for results and your determination to succeed will lead you to push the team in pursuit of the project goals.

Conflict

Your Pioneer attributes may intimidate others with strong opinions and direct communication and you can develop self-awareness around this by observing how others react to your communication style. It is always preferable to seek a win-win situation over a win-lose situation where the other party might feel overpowered or forced to agree or go along with you.

Careers

The Pioneer combination of assertiveness and willingness to move to action, ensure that you are a force to be reckoned with and you often lead others into new areas of work or thought. You would be well suited to careers that allow you to explore your Pioneering traits to their fullest, such as Entrepreneurial Ventures, Organisational Leadership and Training roles.

Words which may be used to describe you (select 5 words which you think describe you most and then read through the descriptions to assist you with awareness of your interaction style).





assertive	bottom line	ambitious	argumentative
bold	competitive	authoritative	forceful
challenges	determined	daring	
decisive	Direct	egotistic	
goal oriented	Dominant	needs respect	
in control	risk taker	telling	
independent			
leader			
outspoken			
pioneering			
problem solver			
results oriented			
self starter			
self-confident			

- **You are assertive** and don't hesitate to put your opinion forward or to make others understand how you feel.
- **You are bold** and have the courage to go after what you want and to stand out from the crowd.
- **You challenge** the people around you and the status quo and don't simply accept what you hear or see.
- **You are decisive** and don't deliberate unduly about which direction to go in or choice to make.
- **You are goal oriented**; you know where you are going and make sure you get there.
- **You are in control** of yourself and very often of others too and naturally organise your environment.
- **You are independent** and are able to work well on your own.
- **You are a leader**, very often others will look to you for direction.
- **You are outspoken**, others don't have to guess what you are thinking.
- **You are pioneering** and not afraid to go in a new direction or lead others to a new way of thinking or doing something.
- **You are a problem solver**, when presented with a challenge or a problem your mind immediately starts to seek out solutions.
- **You are results oriented** and look for visible proof of your efforts.





- **You are a self-starter** and don't need someone else to motivate you or to tell you what to do.
- **You are self-confident** and know that you have what it takes to succeed. You present yourself well.
- **You want the bottom line.** Long complicated explanations with unnecessary details frustrate you, you like to have the key facts and then ask for more information if you think it is necessary.
- **You are competitive** and often measure your efforts against those of others. If there is an element of competition you rise to the challenge and do what you can to win.
- **You are determined** and will do whatever it takes to achieve your goal, where others might give up you will find the inner determination to keep going.
- **You are direct** and don't use unnecessary words or talk around a point. You say what you mean and mean what you say. Others are sometimes taken aback by how straight-forward you are.
- **You are dominant** and have no problem in directing activities, conversations or decisions your way.
- **You are a risk taker**, you might calculate the risk first but you know that you have to step out of your comfort zone to achieve.
- **You are ambitious** and want to achieve something significant. You believe you are destined for better things and work towards achieving them.
- **You are authoritative**; others will find themselves seeking your permission and consent before acting. You possibly sanction those around you if they do not do as you want.
- **You are daring** and do what others might consider impossible or scary.
- **You are egotistical** and have an inner assurance that you are a person of worth and merit, sometimes more than those around you.
- **You need respect** and feel undermined and put out if others do not treat you in the way you expect to be treated.
- **You tell** and find yourself expressing your thoughts and ideas rather than asking others for theirs.





- **You are argumentative** and put your point across until you feel that you have been heard. If you disagree you do so vocally. You don't mind debating a point with others.
- You are **forceful** and express yourself more strongly than those around you to achieve what you want.

