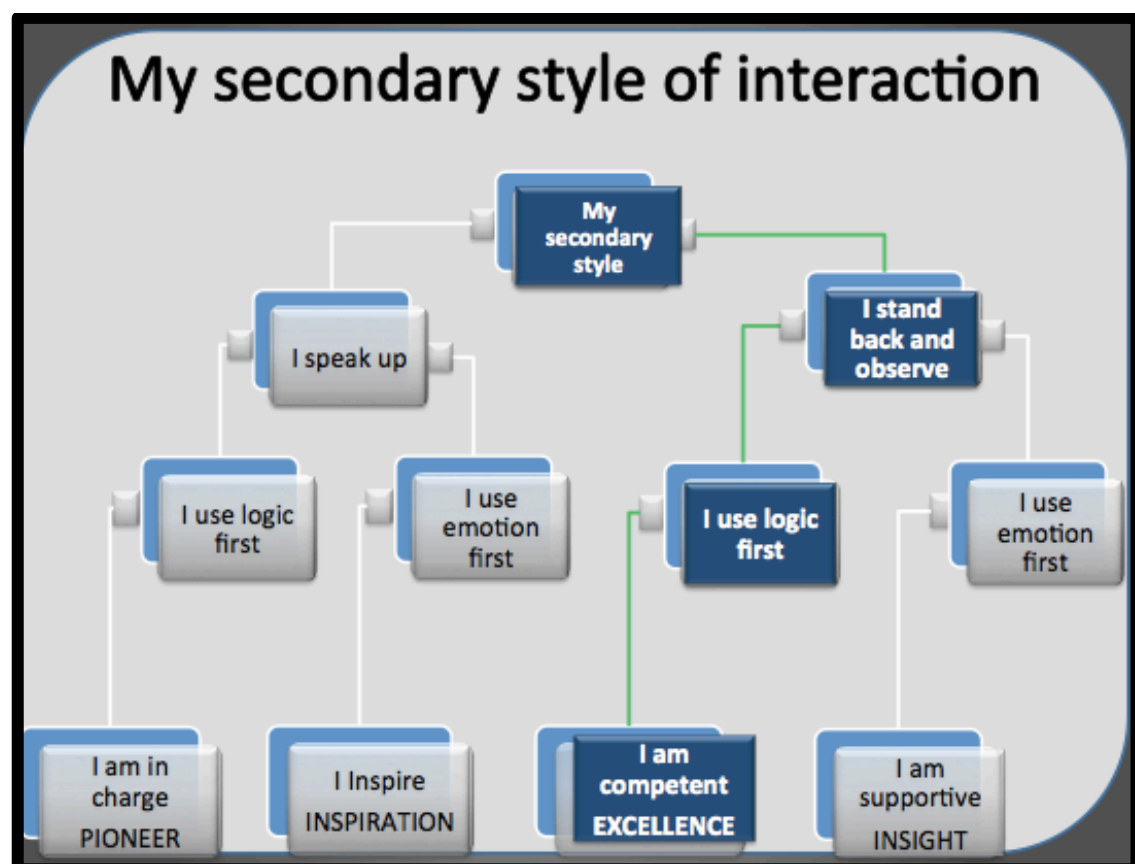




Secondary Style: Excellence



Leadership: Empowering yourself

With Excellence as your secondary style you tend to empower yourself through the high quality of your thinking contribution towards any situation. Your analytical mind can sift through data to reach an accurate and logical





conclusion. This enables you to discern and interpret what is happening around you in a logical and methodical manner and you are unlikely to be distracted from your goals.

Leadership: Empowering others

With your Excellence influence you empower others by setting the standards for them to aspire to. In presenting or receiving information you value facts and figures and will be able to make a sound decision and provide clear direction, through analysis. Others will turn to you when they need logical 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. Your diligence 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 or your expectations of them unreasonably. 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. You can improve your communication style by focusing on providing information to others in a format, which they find easier to absorb.





Careers

Your Excellence traits 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 5 words which you think describe you most and then read through the descriptions to assist you with awareness of your interaction style).

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

- **You are conscientious** 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 something 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.

