

# The Power Attractor

**The Power Attractor:** This attractor is about being seen as a leader, and to have influence and control over one's environment or success. Competitiveness and control is often associated with those scoring high in this motivation.

## General Traits: Average Power

- \*You're a stabilizing force in typical team operations and will lead if necessary, but you don't *need* to.
- \*You can be both cooperative and competitive depending on the situation at hand.
- \*About 7 out of 10 people score like you.
- \*You can bring balance to a team of power hungry people.
- \*You are able to understand both aggressive and passive leaders.

## Key Strengths: Average Power

- \*You can both lead and follow depending upon the circumstances involved.
- \*You are flexible and free flowing without an excessive need to be number one. \*You can both take a stand or sit quietly depending on what is necessary within a leadership role.
- \*You can drive or sit in the back; you aren't extreme in either mindset.
- \*You can mediate all available ideas as opposed to only focusing on your own. \*You don't need to be in charge, but are willing to take initiative within your area of expertise if necessary.

## Motivational Insights: Average Power

- \*Remember that your score range is within the national mean for personal power and that you're not bent on having to win in everything.
- \*You can be very flexible when deciding to lead or support; it's not one or the other.
- \*You are a stabilizing force within a variety of environments involving people. \*You can provide input without pushing for your own personal agenda and even step back when you recognize someone else's solution makes more sense.

## Training/Learning Insight: Average Power

- \*You're able to be an accommodating participant and a controlling factor in training and developmental programs.

# The Power Attractor

- \*You can either be on a team-oriented or an individualistic and independent learning activity.
- \*Your ability to be supportive of others as opposed to always having to control the show will give you a leg up when involved with team dynamics.
- \*You will likely present yourself as a neutral player as opposed to the owner of the team.

## Continual Improvement Insights: Average Power

- \*You may need to take more or less control in certain situations and not remain neutral.
- \*You may need to own it more and not hang back and wait for someone else to take control in certain power struggles.
- \*Remember, when it's time to direct and control others, the stronger more independent people need it most.
- \*You can take or leave leadership roles; make sure you are not needed if you decide to sit back.
- \*You may desire to take action, but may not have the necessary drive to actually pull it off (Check your D score in your DISC graph).

## General Traits: Very Low Power

- \*You will not like high-pressure environments with excessively driven people types.
- \*You will excel when in situations that require a maintenance mindset over high drive.
- \*You'll prefer slow and steady to fast and faster.
- \*You'll likely want to watch others lead more than you'll want to lead things yourself.
- \*You won't want to shoulder all the responsibility that accompanies being in charge.
- \*You will not have the energy for conflicting matters or leadership disputes.
- \*You may not volunteer yourself for positions of great responsibility.
- \*You may feel out of place on a team where people jockey for position. \*You may "play dead" as opposed to "waiting to pounce" when confronted with challenges.
- \*You may "sneak in through a back window with a jack-knife" as opposed to "kicking in the front door with a shotgun."
- \*You may be less deliberate and more responsive when facing challenging opportunities.
- \*You may be more of a maintainer than you are an obtainer.
- \*You will not likely seek lime lit roles, but would rather stay back and support someone else.
- \*Because you don't seek attention for your efforts, you may be left feeling like a ghost seeing you never draw attention to yourself.
- \*You may never make the necessary noise surrounding important issues and therefore will set yourself up for being overlooked.
- \*Seeing the squeaky wheel gets the grease, you'll likely never get any.

# The Power Attractor

- \*You will likely support others while never gaining the personal support you want or need.
- \*You may be tempted to stay out of leadership roles for the sake of it.
- \*You may not have the energy to fight for what you want.
- \*You will not likely care about getting credit.
- \*You will not need to control others outcomes.
- \*You may think certain people are over controlling.
- \*You will not like it when people force others to do things.

## **Key Strengths: Very Low Power**

- \*You'll likely be more mission minded as opposed to being control and authority driven.
- \*You're a better helper and won't expect credit for all you do.
- \*You don't won't likely drive, but will be happy to chat in the back seat.
- \*Personal accomplishments far outweigh the need for recognition and power.
- \*You may quickly spot the value in others sooner than you see it in yourself.
- \*You will likely wait your turn and not jump to the front.
- \*You'll likely be seen as supportive and serene when the pressure is on.
- \*You will not be seen as a ball hog when the light is in your direction.
- \*Not one to draw attention to your own efforts you will likely be pointing out the efforts of others.
- \*You will be able to offer ideas with respect to others and their ideas.
- \*You'll likely be the unsung hero of any project or team endeavor.
- \*You don't need credit for deeds done.
- \*You're likely a servant leader.

## **Motivational Insights: Very Low Power**

- \*You won't need to ask for input once decisions are final and people have moved on.
- \*Don't say yes to things you don't really want to do.
- \*Just because people don't voice it, you can't always believe you haven't made a difference.
- \*Use your stabilizing ability when working with others and don't allow others to run you over.

## **Training/Learning Insight: Very Low Power**

- \*You will likely enjoy group activities.
- \*You may enjoy more cooperative learning activities as opposed to activities that require directing.

# The Power Attractor

- \*You may not want to compete, but will feel at home when working as a team.
- \*You will likely be quiet and in the background when involved in training activities.
- \*You may need to take stronger initiative when working with dominant types.
- \*Being forceful isn't bad.

## Continual Improvement Insights: Very Low Power

- \*You will likely want to avoid conflicts and abrasive people.
- \*You may be settling for less as opposed to fighting for what you want. \*You will be a target for aggressive people who may want to take advantage of your willingness to help.
- \*You may shutter to think about being in charge of something.
- \*You will avoid problems and challenges and wait for opportunity to knock.
- \*You may not think you are worth other people's investment.
- \*Standing up for yourself might feel wrong at times.
- \*You might second-guess your own ideas and therefore hang back.
- \*Fighting for your own rights might make you uncomfortable.
- \*You may be allowing other people to frame your world.
- \*You should know that your destiny is up to you and not circumstance. \*You may need to remind yourself that life is what you make it.

## General Traits: Very High Power

- \*You only listen to direct and control or agree or disagree.
- \*You rarely if ever listen in order to understand where others are coming from.
- \*You don't get into the car unless you're driving it.
- \*Winning is everything; there's typically no Plan B.
- \*You like to be large and in charge.
- \*You are a fixer.
- \*You may feel at home when ramming your ideas through to a conclusion.
- \*You may secretly believe that you are all that.
- \*You will create relationships just to advance your own position.
- \*You need a ladder to climb.
- \*You believe the skies the limit.
- \*You feel like you always deserve a shot.
- \*You believe victory is yours.
- \*You are always looking for respect.
- \*Advancement must be available or you will be highly dissatisfied.
- \*You will be looking for respect for personal gains made.
- \*You may be looking for rewards and recognition for a job well done.

# The Power Attractor

\*You need signs of personal authority such as your name on your parking space. \*You believe others must know you are in charge and will find ways to let them know.

\*You need authority equal to or greater than your responsibility.

\*You must call the shots within your area of knowledge.

You need to direct and control subordinates as opposed to letting them control themselves.

\*The buck stops with you.

\*You don't like moochers.

\*You are likely a survivor and will need difficult problems to overcome.

## **Key Strengths: Very High Power**

\*You will own your roles within the workplace and handle everything associated with it.

\*When working for others you own their business and borrow their building.

\*You are likely going to accept responsibility for both successes and failures.

\*The buck stops with you.

\*You never quit trying.

\*You believe you will be victorious before you start the race.

\*You will likely take initiative without having to be asked.

\*You may get angry or agitated quickly with slow moving people and will nudge them forward.

\*You will likely advance quickly within your area of expertise.

\*You can probably spot leaders.

\*You'll take charge when nobody else will.

\*You drive your own car so to speak.

\*If you don't agree you'll not go along.

\*You have no problem standing up for yourself.

\*You could easily look for trouble if you get bored.

## **Motivational Insights: Very High Power**

\*You should allow others the same freedom to make decisions that you want.

\*You should recognize that other people want to own their own environments as well.

\*You should be willing to share victories and not hog them all for yourself.

\*You should understand you come across stronger than you think.

\*It's important to empower others with the same power you want to have.

# The Power Attractor

## Training/Learning Insight: Very High Power

- \*You need hyper flexibility and freedom to create when learning new things.
- \*You'll need your own space when working with teams.
- \*You must link the benefits of learning new things to your personal ability to make them happen.
- \*You'll create an environment that encourages others to follow you.
- \*You need a wide variety of nuclear options available to you.
- \*You need the freedom to come up with your own agenda.
- \*You could use a small group to lead and work with when in training.

## Continual Improvement Insights: Very High Power

- \*Sometimes your extreme need to be in control will stifle others abilities.
- \*Your potential value can clash with artistic people who think in irrational terms.
- \*You need to allow others to fail and then assist them in becoming better when they do.
- \*You may get caught up in selling yourself instead of your idea.
- \*You need to be aware of the fact that being in charge may be all too important to you and may turn certain people types off.
- \*You will have no time for slower moving people and may be annoyed by them.
- \*You could use a little dose of humility.
- \*You might think in terms of crush, kill, and destroy.
- \*You may be overly decisive and less contemplative.
- \*You may need to take a little time and think things through before taking action.
- \*People are in your way.
- \*With you, people will feel more like a hindrance than a help.

## General Traits: High Power

- \*You only may tend listen only to direct and control or agree or disagree. \*You may find it difficult to listen in order to understand where others are coming from.
- \*Metaphorically speaking, you likely don't get into the car unless you're driving it.
- \*Winning might be everything: there's likely no Plan B in your mind.
- \*You probably enjoy being large and in charge.
- \*You are more likely a fixer.
- \*You may feel at home when ramming your ideas through to a conclusion.
- \*You may secretly believe that you are all that.
- \*You will likely create relationships just to advance your own position.
- \*You need a ladder to climb.
- \*You probably believe the skies the limit.

# The Power Attractor

- \*You feel like you always deserve a shot.
  - \*You believe victory is likely going to be yours.
  - \*You are always looking for respect from other people.
  - \*Advancement must be available or you will be dissatisfied.
  - \*You will likely be looking for respect for personal gains made.
  - \*You may be looking for rewards and recognition for a job well done.
  - \*You need signs of personal authority such as your name on your parking space. \*You believe others must know you are in charge and will find ways to let them know.
  - \*You need authority equal to or greater than your responsibility.
  - \*You must call the shots within your area of knowledge.
- You need to direct and control subordinates as opposed to letting them control themselves.
- \*The buck needs to stop with you.
  - \*You don't like moochers or people who take credit for something they didn't do.
  - \*You are more than likely a survivor and will need difficult problems to overcome.

## Key Strengths: High Power

- \*You will own your roles within the workplace and handle everything associated with it.
- \*When working for others you feel like you own their business and borrow their building.
- \*You are likely going to accept responsibility for both successes and failures.
- \*The buck probably stops with you.
- \*You are likely to look for a leadership role.
- \*You may believe you will be victorious before you start the race.
- \*You will likely take initiative without having to be asked.
- \*You may get angry or agitated quickly with slow moving people and will nudge them forward.
- \*You will likely advance quickly within your area of expertise.
- \*You can probably spot leaders.
- \*You won't likely need any help.

## Motivational Insights: Very High Power

- \*You should allow others the same freedom to make decisions that you want.
- \*You should recognize that other people want to own their own environments as well.
- \*You should be more willing to share victories and not hog them all for yourself.
- \*You should understand you come across stronger than you think.
- \*It's important to empower others with the same power you want to have.

# The Power Attractor

## Training/Learning Insight: Very High Power

- \*You need the freedom to think for yourself when learning new things.
- \*You'll need your own space when working with teams.
- \*You must link the benefits of learning new things to your personal ability to make them happen.
- \*You'll create an environment that encourages others to follow you.
- \*You need a wide variety of nuclear options available to you.
- \*You need the freedom to come up with your own agenda.
- \*You could use a small group to lead and work with when in training.
- \*Know when to participate, initiate, and when to accommodate.

## Continual Improvement Insights: Very High Power

- \*Sometimes your need to be in control will stifle others abilities.
- \*Your potential value can clash with people who think in irrational terms.
- \*You need to allow others to fail and then assist them in becoming better when they do.
- \*You may get caught up in selling yourself instead of your idea.
- \*You need to be aware of the fact that being in charge may be too important to you and may turn certain people types off.
- \*You will have no time for slower moving people and may be annoyed by them.
- \*You could use a small dose of humility at times.
- \*You might think in terms of crush, kill, and destroy depending on how dominant you are.
- \*You may be overly decisive and less contemplative.
- \*You may need to take a little time and think things through before taking action.
- \*People are sometimes in your way.
- \*With you, people may feel more like a hindrance than a help.

## General Traits: Low Power

- \*You will not appreciate high-pressure environments with excessively driven people types.
- \*You will excel when in situations that require a maintenance mindset over very high drive.
- \*You'll may prefer slow and steady to fast and faster.
- \*At times you'll likely want to watch others lead more than you'll want to lead things yourself.
- \*At times you'd rather not shoulder all the responsibility that accompanies being in charge.
- \*You will at times not have the energy for conflicting matters or leadership disputes.



# The Power Attractor

- \*You may pick and choose or avoid positions of great responsibility.
- \*You may at times feel out of place on a team where people jockey for position.
- \*You may “play dead” as opposed to “waiting to pounce” when confronted with challenges and problems.
- \*You might “sneak in through a back window with a jack-knife” as opposed to “kick in the front door with a shotgun.”
- \*You may be less deliberate and more responsive when facing challenging opportunities.
- \*You may be more of a maintainer than you are an obtainer in certain situations.

## **Key Strengths: Low Power**

- \*You’ll likely be more a helper as opposed to being control and authority driven.
- \*You’re a better collaborator and won’t expect credit for all you do.
- \*You don’t have to drive all the time and will be happy to chat in the back seat.
- \*Personal accomplishments far outweigh the need for recognition and power.
- \*You may quickly spot the value in others sooner than you see it in yourself if you’re an altruist.
- \*You will likely wait your turn and not jump in front.

## **Motivational Insights: Low Power**

- \*You won’t need to ask for input once decisions are final and people have moved on.
- \*Remember not to say yes to things you don’t really want to do.
- \*Just because people don’t voice it, you can’t always believe you haven’t made a difference.
- \*Use your stabilizing ability when working with others and don’t allow others to run you over.

## **Training/Learning Insight: Low Power**

- \*You will likely enjoy group activities with some leadership opportunities.
- \*You may enjoy more cooperative learning activities as opposed to activities that require directing and controlling.
- \*You may not want to compete, but will feel at home when working as a team.
- \*You will likely be quiet and in the background when involved in training activities.
- \*You may need to take stronger initiative when working with dominant types.
- \*Being forceful isn’t bad.

## **Continual Improvement Insights: Low Power**

# The Power Attractor

- \*You will likely want to avoid some conflicts and abrasive people, but not always.
- \*You may be settling for less as opposed to fighting for more.
- \*You might be a target for aggressive people who may want to take advantage of your willingness to support.
- \*You may not want to be the one in charge of something if it's too daunting. \*You will avoid some problems and challenges and wait for opportunity to knock rather than creating one it.
- \*You may not think you are worth other people's investment.
- \*Standing up for yourself might feel wrong if you are less dominant.
- \*You might second-guess your own ideas and therefore hang back.
- \*Fighting for your own rights might make you uncomfortable at times.
- \*You may be allowing other people to frame your world.
- \*You should know that your destiny is up to you and not circumstance. \*You may need to remind yourself that life is what you make it.