

Name of Person : **Mr. Amarnath**

**Behavior Style : High Steadiness**

<p><b>Profile:</b></p> <ol style="list-style-type: none"><li>1. Interested in, and places high value, on personal relationships, feelings, human interactions, and affiliation with others</li><li>2. Warm and sensitive to the feelings of others</li><li>3. Perceptive, able to assess a situation in terms of the human emotions involved</li><li>4. May be viewed as emotional, sentimental, and too easily persuaded by others.</li></ol> <p><b>Basic fear:</b> Insecurity</p> <p><b>Motivator/Motivation:</b> Security</p> <p><b>Value to the organization:</b> Service and support. A specialist.</p>	<p><b>Handling conflict:</b> Prefers to smooth over the situation, rather than rush in with an aggressive decision</p> <p><b>Communication style:</b> Listening</p> <p><b>Wants to know:</b> How others may feel about the matter, who else will be involved in it, past experiences in similar situations, etc</p>
<p><b>In general, they may</b></p> <ol style="list-style-type: none"><li>1. listen and may not talk a lot</li><li>2. be content with things as they are</li><li>3. question in order to clarify</li><li>4. strive to maintain status quo</li><li>5. talk in a slow but firm voice</li><li>6. not change pace easily or rapidly</li><li>7. make tentative statements</li><li>8. be thorough in finishing tasks</li><li>9. be very security conscious</li><li>10. seem lacking in imagination</li><li>11. appear convinced (but don't assume they are!)</li><li>12. Allow others to lead</li><li>13. Act supportively</li><li>14. Build relationships quickly</li></ol> <p>patient,respectful,willing,empathetic,agreeable dependable, concerned,relaxed</p>	<p><b>Do Not like:</b></p> <ol style="list-style-type: none"><li>1. Difficulty identifying priorities</li><li>2. Difficulty with deadlines</li><li>3. If anyone come to straight to the point</li><li>4. Cause them to respond quickly,clearly,accurately</li><li>5. Dominate or control the situation / discussion</li><li>6. make wild claims</li><li>7. if you are extremely factual</li><li>8. Keep offering solutions</li></ol> <p><b>Stress-Response: [work under pressure]</b></p> <ol style="list-style-type: none"><li>1. Appear to Give in</li><li>2. Passive – flight</li><li>3. accept something reluctantly but without protest----acquiesce</li><li>4. Become – emotional</li><li>5. Express frustration on others rather than offending party</li></ol>

Name of Person : **Mr.Vishwanath**

**Behavior Style : High Dominance**

<p><b>Profile:</b></p> <ol style="list-style-type: none"><li>1. Places great emphasis on action and results</li><li>2. Decisive, direct, and pragmatic</li><li>3. Likes to get things done quickly and hates taking time over things</li><li>4. Translates ideas into action</li><li>5. May be accused of looking only at the short term and neglecting long-range implications</li></ol> <p><b>Basic fear:</b> Failure</p> <p><b>Motivator/Motivation:</b> Power and authority</p> <p><b>Value to the organization:</b> Driving for results</p>	<p><b>Handling conflict:</b> Will not avoid conflict, may even welcome it</p> <p><b>Communication style:</b> Telling</p> <p><b>Wants to know:</b> 'What are we going to do?' and 'How soon can we do it?'</p>
<p><b>In general, they may</b></p> <ul style="list-style-type: none"><li>• be direct by nature</li><li>• appear to be forceful</li><li>• may not give a lot of time</li><li>• be running late</li><li>• be, or appear to be, rude or blunt</li><li>• interrupt, may even take phone calls - appear non-attentive</li><li>• override people</li><li>• emphasize points through challenging statements</li><li>• be critical and fault finding</li><li>• appear aggressive and try to dominate</li></ul> <p>decisive,independent,practical,determined,efficient,assertive,a risk taker,direct,solves problems</p>	<p><b>Do Not like:</b></p> <ol style="list-style-type: none"><li>1. Not using the time efficiently</li><li>2. If you are not get down to business</li><li>3. If anyone do not come straight to the point</li><li>4. if you are disorganized, not skilled</li><li>5. if not providing the alternate possible solutions</li><li>6. try to control them</li><li>7. too much personal</li><li>8. stay away from the purpose</li></ol> <p><b>Stress-Response: [work under pressure]</b></p> <ol style="list-style-type: none"><li>1. Impatient</li><li>2. Active – fight - arguments</li><li>3. not bother feelings,emotions</li><li>4. win-lose game , fault finding and put blame on others</li></ol>