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## Part-B

### Q.5] 3 MAJOR TRAITS :-

- ① Cultural Dexterity : Combining cultural knowledge, emotional intelligence & interpersonal skills to achieve results in any cross cultural context.
- ② Learning Agility :- The ability to apply past lessons to new & first time situations.
- ③ Emotional Intelligence :- Reading & relating to others

### → 4 COMPETENCIES :-

- ① Skill : Understanding the business process, making complex decisions, creating new & different.
- ② Results : Take initiative, managing execution and focusing on performance.
- ③ People : Building collaborative relationships, optimizing diverse talent and influencing people.
- ④ Self : Being authentic, open, flexible & adaptable.

### → 4 DRIVERS :-

- ① Challenge : Motivated by achievement in the face of tough obstacles.
- ② Independence : Prefers to work freely, autonomously and with limited involvement from others.
- ③ Structure : Prefers process oriented, structured and stable work environments.
- ④ Power : Motivated to seek influence, recognition and increasing levels of responsibility.

—> EXAMPLE:-

Jeff Bezo's Amazon is an example that started as a bookstore online and grew to become a multipurpose global marketplace & then turned full circle ~~no~~ and now is a bricks & mortar bookshop. Bezos became the richest person this year for a brief span of time.