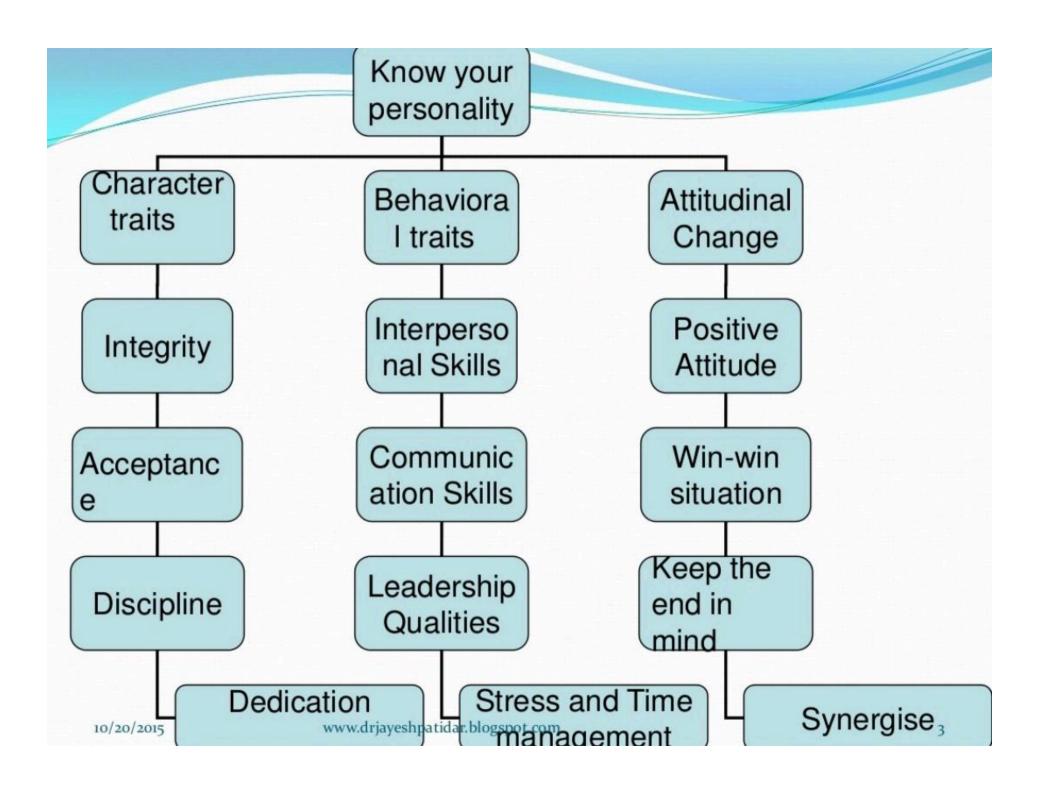


- A man is identified by his personality public image.
- It is the totality of the person and not merely external looks, but character, behavioral traits and attitude towards life.
- Personality development is the improvement of behavioral traits such as communication skills, interpersonal relationships, attitude towards life and restoring our ethics.



TYPES OF PERSONALITY

Nine Types

- Perfectionists
- Helpers
- Romantics
- Achievers
- Asserters
- Questioners
- Adventurers
- Observers and
- Peacemakers.

Perfectionists – are realistic, conscientious and principled Ex: Narayan Murthy – Infosys.

Helpers – are warn, concerned, nurturing and sensitive to other people's needs

Ex: Mother Teresa.

Achievers – are eneagetic, optimistic, self assured and goal oriented Ex: Sachin Tendulkar

Romantics – have sensitive feelings and are warm and perceptive Ex: M. F. Hussain – great Indian Painter

Observers - have a need for knowledge and are introverted, curious, analytical and insightful.

Ex: Ámartya Sen - Great economist

Questioners – are responsible and trustworthy.

Ex: Shabana Azmi

Adventurers – are energetic, lively and optimistic. They want to contribute to the world

Ex: Vijay Mallya - NRI businessman.

Asserters – are direct, self-reliant, self confident and protective. Ex: T. N. Seshan - Chief Election Commissioner.

Peacemakers – are receptive, good-natured and supportive. They seek union with others and the world around them Ex: Atal Bihari Vajpayee.

It can help in the following ways

- To learn the business etiquette of exchanging cards, wishing on first meeting, bowing when you are visiting Japan and the like.
- Voice modulation, diction, communication skills, phone etiquette, hygiene, empowerment skills, time management and positive thinking.
- To cultivate a friendly, interactive manner. Essentials like giving a speech, voice development and modulation of voice.
- It enhances the sense of confidence and self-worth.

PERSONALITY TEST

This can identify:

- Value system
- Emotional reaction to a critical situation
- Moods and characteristic behaviour traits.
- Maturity in handling a crisis.
- Ability to adjust himself to the stress of day-to-day executive lifestyle.
- Self-confidence, personal ambition, emotional control and sociability etc.

BODY LANGUAGE

Body language communicates much more than words. Body language signals are called 'leakages' because you may try to tell something, but the truth will leak out visually.

AVOID SUCH BODY LANGUAGE

- Crossed arms or legs
- Carrying books or papers across your chest
- Slumped posture
- Sitting perched on the edge of the chair
- Wringing hands
- Tapping foot
- Rocking legs
- Drumming fingers
- Biting nails

- Fiddling with the jewelry or hair
- Covering your mouth with your hand while talking
- Rocking in your chair
- Scratching a lot
- Clearing your throat too much
- Straightening your tie
- Playing with watch or cufflinks
- Hands in the pocket

LOOKING AGGRESSIVE

- Arms folded across the chest
- Staring
- Pointing
- Making a fist
- Leaning over someone

BEHAVING RUDELY

- Working when someone is talking to you
- Puffing
- Tollering
- Smirking
- Whispering
- Cracking knuckles
- Grooming yourself'
- Standing too close
- Packing up folders and papers well before the meeting is over
- Shaking hands too hard or limp handshakes

- Yawning when the meeting is in progress
- Looking at your watch repeatedly
- Blinking a lot
- Fiddling with rings, watches, earrings and chains
- Tapping or clicking pens
- Playing with paper clips
- Jingling money in pocket
- Picking at fingernails
- Twiddling bits of hair
- Smoking

LEADERSHIP QUALITIES

- Courage
- Self-control
- A keen sense of justice and fairness
- Definiteness of plans
- The habit of doing more than being paid for
- A pleasing personality
- Sympathy and understanding
- Mastery of details
- Willingness to assume full responsibility
- Co-operation

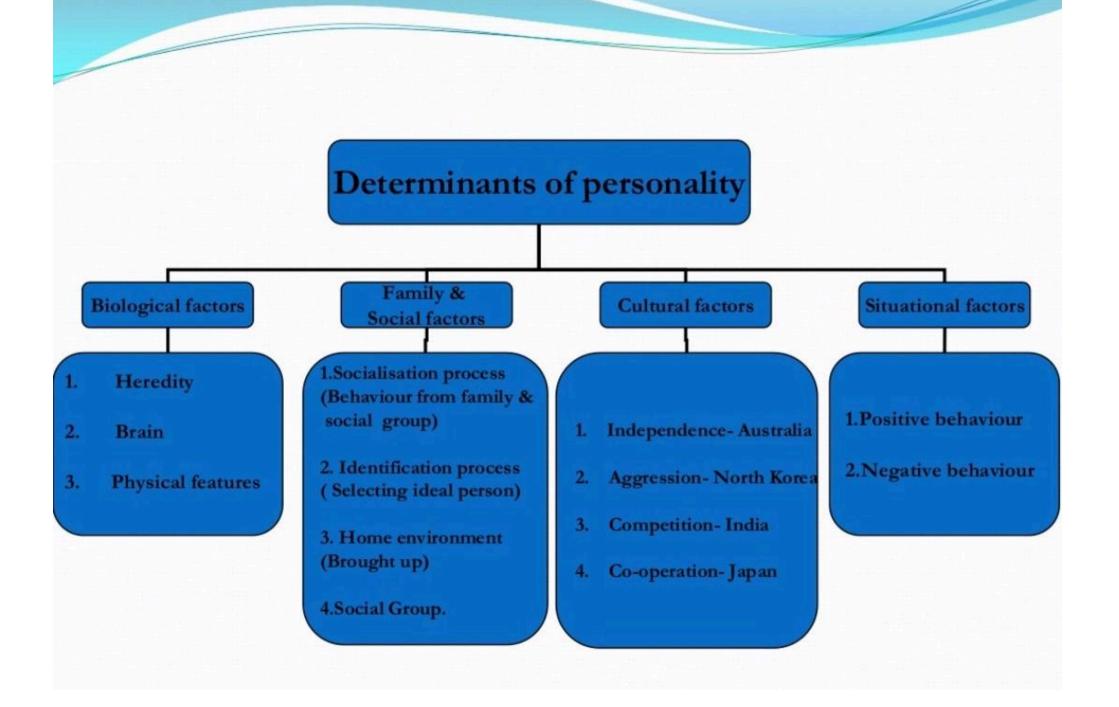
PERSONAL QUALITIES

- accurate
- adaptable
- astute
- can work under pressure
- careful
- committed
- competent
- cooperative
- courteous

- decisive
- dedicated
- energetic
- methodical
- meticulous
- orderly
- organized
- positive
- practical

- extrovert
- flexible
- friendly
- get on well with other people
- good communicator
- good sense of humour
- good time-keeper
- hard working
- imaginative

- independent worker
- lively
- logical
- loyal
- self confident
- self motivated
- sensitive
- thorough
- thoughtful
- vigilant
- work well with others



Holland's Personality-Job Fit Theory

Туре	Personality	Occupations
Realistic	Shy, Stable, Practical	Mechanic, Farmer, Assembly-Line Worker
Investigative	Analytical, Independent	Biologist, Economist, Mathematician
Social	Sociable, Cooperative	Social Worker, Teacher, Counselor
Conventional	Practical, Efficient	Accountant, Manager Bank Teller
Enterprising	Ambitious, Energetic	Lawyer, Salesperson
Artistic	Imaginative, Idealistic	Painter, Writer, Musician

Type A and B

Type A Personality

- Always moving, walking, and eating rapidly.
- •Feel impatient with the rate at which most events take place.
- Strive to think or do two or more things at once.
- Cannot cope with leisure time.
- •Are obsessed with numbers, measuring their success in terms of how many or how much of everything they driaves have driaves driaves have driaves driaves

Type B Personality

- Never suffer from a sense of time urgency with its accompanying impatience.
- •Feel no need to display or discuss either their achievements or accomplishments unless such exposure is demanded by the situation.
- •Play for fun & relaxation, instead of exhibit their superiority at any cost.

Can relax without guilt22

Big 5 in Short...

Personality Factors	Characters
1. Conscientiousness	Careful, dependable and self disciplined
2. Agreeableness	Courteous, good natured, empathic and caring.
3. Neuroticism	Poised, secure and calm.
4. Openness	Sensitive, flexible, creative and curious.
Extroversion	Outgoing and cautious.

THANK YOU