

## PERSONALITY

- **Bold** and **courageous**
- **Fast paced** and prefer to lead
- **Competitive** and will participate only if likely to win
- Tend to be a **self-starter** and possess the quality of a **natural achiever**
- **Determined, strong willed** and prefer taking own decisions
- Enjoy **power** and **authority**
- **Self-confident** and can be perceived by the body language and posture

## STRENGTHS (OPPORTUNITIES)

- **Goal oriented** and have a never give up attitude if once determined to do something.
- Self-reliant, self-sufficient and resourceful and thereby seen as **independent**
- **Take decisions** with firmness
- **Opportunist** and will take up the challenges that other personalities will not consider
- **Visionary** and can see what others are unable to see
- **Good leader** and can motivate others

## WEAKNESS (AREAS OF IMPROVEMENT)

- **May force decision** or take action without forming a consensus
- Good leader but **cannot take orders** easily
- May be seen as **rigid and egoistic**
- Due to direct approach, may tend to use harsh words that cause hurt feelings and **can be perceived by others as blunt**
- **Impatient** with slow paced work due to quick decision making ability and fast paced approach
- Being workaholic and result oriented, may **ignore relationship** and can be insensitive to others need
- Due to high risk taking ability, may **ignore potential risks**, not weigh pros and cons and may **not consider the opinions of others**
- If unable to control the situation, may take an **isolation approach** and **lose the bigger picture**

## COMMUNICATION

- Self-contained and direct
- Straight forward
- Precise and to the point
- My way or highway
- Forceful
- Commanding
- Impatient
- Isolation approach if not listened to

## BEST SUITED ROLES

- **Commanders** – like to get work done
- **Controllers** – take control of the situation

## ENVIRONMENT

- Busy
- Formal
- Efficient
- Structured

## MOTIVATING FACTOR

- Goal
- Challenges
- Results
- Success



## **DECISION MAKING**

- Takes own decisions

## **RISK TAKING**

- High risk takers

## **CONFLICT MANAGEMENT**

- Dictate and assert
- Use logic to win a conflict

## **FEARS**

- Being taken advantage of
- Loss of control
- Personal criticism

## **CANNOT HANDLE**

- Inefficiency
- Indecision