

PERSONALITY

Prominent Traits

- **Simple, humble** and **polite** so as not to hurt or offend anyone
- **Conform** to rules and regulations
- Tend to be a **peacemaker**
- Willing to **work long and hard** to deliver results
- Prefer to **avoid overly competitive** situations
- **Even-tempered, friendly and sympathetic** towards others
- **Believe in contribution** more than reward and tend to move away from the limelight

Sub Traits

- **Fast paced** and act spontaneously
- **Light up the environment** with positive energy and are the life of the party
- **Enjoy freedom** from too many rules or regulations and gravitate towards a friendly and fun environment.
- **Live in today**
- Love to be with nature
- **Good communicator** and love human interaction; also known to be social butterflies
- Great **encourager and motivator** and see the best in everyone
- Love to be in limelight and **work for recognition** than money



STRENGTHS (OPPORTUNITIES)

Prominent Traits

- **Flexible** and can **adapt** to any situation
- Believe in **maintaining relations** and have a caring attitude towards all
- Respectfully **consider the thoughts and feelings** of others
- Respond **empathetically** in difficult and stressful situations and seen as **dependable and trustworthy**
- Work **steadily and patiently** and follow the work till completion
- **Good team players**
Help resolve conflicts and **bind people** together

Sub Traits

- **Energetic** and bring a sense of fun when working in team
- Natural **creative problem solver** and can think outside of the box
- Keep the environment positive with enthusiasm and **sense of humor**, which is liked by people
- Highly **passionate** about things that hold interest
- Possess **unlimited potential**
- Can encash the relationship
- Possess very **good convincing skills** and **can influence** others easily

WEAKNESS (AREAS OF IMPROVEMENT)

Prominent Traits

- Highly **emotional** and take long hours to share their feelings
- **Get offended very easily** and express unhappiness by keeping quiet for long hours
- Often **get caught up in the act of serving others** and tend to forget own self, leading to a burnout feeling
- Find it **difficult to move out of comfort zone** and resist change, therefore may be seen as stubborn
- Most **uncomfortable with aggressive people** and project unpleasantness by keeping quiet or avoiding their company
- Routine work is comfortable and adds to sense of security whereas, off-beat routine creates stress
- Find it very **difficult to say No**
- Cannot cope with disapproval
- Cannot handle pressure and delay the action
- **Over accommodating** and **overly tolerant**
- Doing work on others behalf

Sub Traits

- Likely to **lose concentration** when too many details are present
- May overlook important information and facts
- **Needs pushing** to do things on priority
- May tend to be overly talkative and lack time management
- Miss out on **micro detailing** and need help in organizing & planning
- Tend to be **impulsive** in decision making
- Lack of management
- Think from the heart
- Unable to foresee
- Can be influenced easily



COMMUNICATION

Prominent Traits

- Open & indirect
- Pleasant
- Soft spoken
- Use sugar coated language
- Patient
- Good listener
- Co-operative

Sub Traits

- Open & direct
- High spirited
- Persuasive
- Optimistic
- Loves to talk
- Outgoing
- Excitable

BEST SUITED ROLES

Prominent Traits

- **Collaborative, diplomatic and excellent team player** – Value others and their contributions
- Good Follower

Sub Traits

- **Attention seekers** – Tend to exhibit extreme behavior and are all about standing out
- **Influencers and persuasive** – Tend to be trusting and optimistic and can get people on own side very quickly



ENVIRONMENT

Prominent Traits

- **Relaxed** – Prefer stable work environment that provide predictable and clearly defined responsibilities
- Informal
- Personal and casual
- Friendly

Sub Traits

- Stimulating
- Friendly
- Personal and stylish
- Unorganized or cluttered

MOTIVATING FACTOR

Prominent Traits

- People and relationships
- Attention
- Appreciation

Sub Traits

- Interacting with people
- Recognition
- Ideas
- Compliments



DECISION MAKING

Prominent Traits

- Dependent on very close and trustworthy set of people

Sub Traits

- Impulsive

RISK TAKING

Prominent Traits

- Limited risk takers

Sub Traits

- High risk takers

CONFLICT MANAGEMENT

Prominent Traits

- Submit and accept with reluctance but without protest
- Avoid conflicts and may react emotionally

Sub Traits

- Use expressions and feelings
- May be rebellious and would not submit easily



FEARS

Prominent Traits

- Unplanned change
- Loss of stability or security
- Confrontation

Sub Traits

- Social rejection
- Disapproval
- Loss of influence or prestige

CANNOT HANDLE

Prominent Traits

- Insensitivity
- Impatience

Sub Traits

- Boredom
- Routine