

## PERSONALITY

### Prominent Traits

- **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

### 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

- **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

### 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

- **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**

### 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

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

### Sub Traits

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

## BEST SUITED ROLES

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

### 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

- Busy
- Formal
- Efficient
- Structured

### Sub Traits

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

## MOTIVATING FACTOR

### Prominent Traits

- Goal
- Challenges
- Results
- Success

### Sub Traits

- Interacting with people
- Recognition
- Ideas
- Compliments



## **DECISION MAKING**

### **Prominent Traits**

- Takes own decisions

### **Sub Traits**

- Impulsive

## **RISK TAKING**

### **Prominent Traits**

- High risk takers

### **Sub Traits**

- High risk takers

## **CONFLICT MANAGEMENT**

### **Prominent Traits**

- Dictate and assert
- Use logic to win a conflict

### **Sub Traits**

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

## **FEARS**

### **Prominent Traits**

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

### **Sub Traits**

- Social rejection
- Disapproval
- Loss of influence or prestige

## **CANNOT HANDLE**

### **Prominent Traits**

- Inefficiency
- Indecision

### **Sub Traits**

- Boredom
- Routine