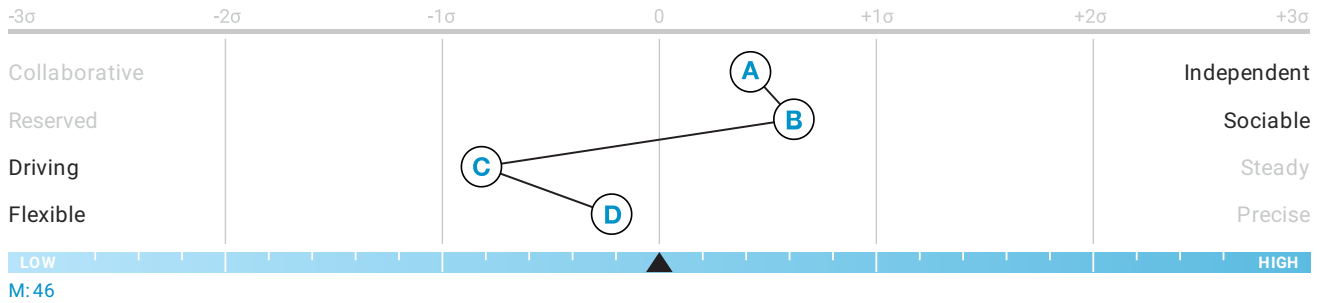




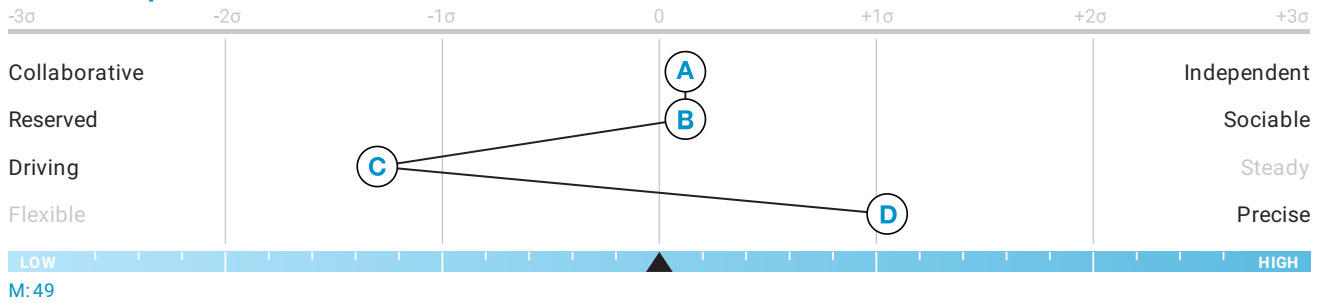
Persuader

A Persuader is a risk-taking, socially poised and motivating team builder.

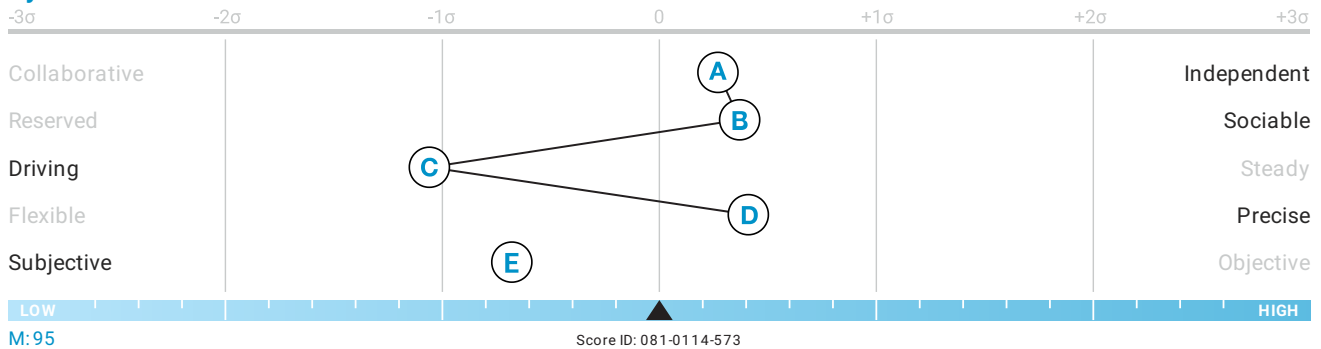
Self



Self-Concept



Synthesis



Strongest Behaviors

Joseph will most strongly express the following behaviors:

- Proactively connects quickly to others; open and sharing. Builds and leverages relationships to get work done.
- Comfortably fluent and fast talk, in volume. Enthusiastically persuades and motivates others by considering their point of view and adjusting delivery.
- Collaborative; usually works with and through others. Intuitive understanding of team cohesion, dynamics, and interpersonal relations.
- Proactivity, assertiveness, and sense of urgency in driving to reach personal goals. Openly challenges the world.
- Independent in putting forth their own ideas, which are often innovative and, if implemented, cause change. Resourcefully works through or around anything blocking completion of what they want to accomplish; aggressive when challenged.
- Impatient for results, puts pressure on themselves and others for rapid implementation, and is far less productive when doing routine work.
- Relatively informal and outgoing with others. Communicates in an open, lively, flexible manner, drawing others into the conversation.
- More interested in people, building relationships, and teamwork than technical matters. Generally affable, optimistic, and trusting.
- More focused on goals and the people needed to get there than the details or plans; comfortable delegating details.

Summary

Joseph is an engaging, stimulating communicator, poised and capable of projecting enthusiasm and warmth, and of motivating other people.

Has a strong sense of urgency, initiative and competitive drive to get things done, with emphasis on working with and through people in the process. Understands people well and uses that understanding effectively in influencing and persuading others to act.

Impatient for results and particularly impatient with details and routines, Joseph is a confident and venturesome "doer" and decision-maker who will delegate details and can also delegate responsibility and authority when necessary. Joseph is a self-starter who can also be skillful at training and developing others. Applies pressure for results, but in doing so, their style is more "selling" than "telling".

At ease and self-assured with groups or in making new contacts, Joseph is gregarious and extraverted, has an invigorating impact on people, and is always "selling" in a general sense. Learns and reacts quickly and works at a faster-than-average pace. Able to adapt quickly to change and variety in the work, will become impatient and less effective if required to work primarily with repetitive routines and details.

In general terms, Joseph is an ambitious and driving person who is motivated by opportunity for advancement to levels of responsibility where they can use their skills as team builder, motivator and mover.

Management Style

As a manager of people or projects, Joseph will be:

- Broadly focused; attention is on where they bring the team, and what goals they want the team to achieve, rather than on the specifics of how they will get there
- Strongly focused on cohesion, communication, morale, and team accomplishment; achieves goals through them and with them
- Comfortable delegating authority; eager to discuss ideas with others. Is amenable to changing their mind if it helps the overall goal
- At ease in delegating details and implementation plans
- Quick, friendly and broadly-focused when following-up on delegated tasks; is eager to get details completed quickly, freeing up the team to work on the next objective
- Flexible in working with different kinds of people
- Engaging and enthusiastic; confident in their ability to persuade others towards a point-of-view.

Management Strategies

To maximize effectiveness, productivity, and job satisfaction, consider providing Joseph with the following:

- Opportunities for involvement and interaction with people
- Some independence and flexibility in activities
- Freedom from repetitive routine and details in work which provides variety and change of pace
- Opportunities to learn and advance at a fairly fast pace
- Recognition and reward for communications and leadership skills demonstrated
- Social and status recognition as rewards for achievement.