

The Four Basic Personality Types



Dominant / Determined /
Driver

Basic Traits: This is your "go-getter", active, task oriented personality type. Likes taking on problems. Willing to take risks. Sets goals. Self-motivated. Strong self-concept.

Value to others: Innovative. Driving force. Comfortable promoting change.

Weaknesses: Can be overly aggressive. Confrontational. Dislikes monotony. Over extends self.

Dreads: Being manipulated or taken advantage of.



Influencer / Inspiring /
Impulsive

Basic Traits: This is your people oriented, eager, life of the party personality type. They are positive, enthusiastic, impulsive, influential and expressive with their emotions.

Value to others: Motivational. Creative. Good story teller. Promotes peace. Good-humored.

Weaknesses: More concerned with being liked than seeing results. Wears emotions on their sleeve. Difficulty listening. Challenged with details.

Dreads: Being rejected by others.



Compliant / Correct /
Cautious

Basic Style: This is your behind the scenes, task oriented, methodical, fact finder personality type.

Value to others: Brings calm and precision to the task at hand. Sets high standards. Promotes reality and perspective.

Weaknesses: Difficulty dealing with criticism. Can become paralyzed in their analytics. Keeps emotions to themselves.

Dreads: Being criticized, misunderstood.



Stable / Steady /
Supportive

Basic Style: This is your friendly, thoughtful, people oriented, loyal personality.

Value to others: You can trust them. They are good listeners with a sympathetic demeanor. They are patient and helpful in reconciling conflict. Team player.

Weaknesses: Difficulty adapting to change. Avoids conflict and loyal to a fault. Difficulty determining priorities.

Dreads: Loss of stability, security.