

A – Dominance – Drive for Control/Influence

Extreme	Very	Mod	Mid	Mod	Very	Extreme
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Communication	Communication
Decision Making/Risk	Decision Making/Risk
Delegation	Delegation
Management Style/Strength	Management Style/Strength
Sales	Sales
Roles	Roles

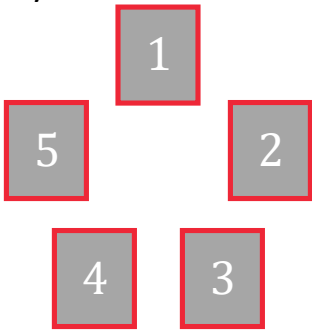
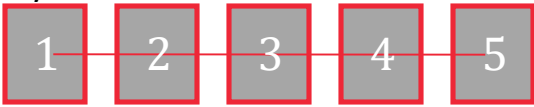
B – Extraversion – Drive for Social Interaction

Extreme	Very	Mod	Mid	Mod	Very	Extreme
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Communication	Communication
Decision Making	Decision Making
Delegation	Delegation
Problem Solving	Problem Solving
Recognition	Recognition
Sales	Sales
Roles	Roles

C – Patience – Drive for Consistency/Familiarity

Extreme	Very	Mod	Mid	Mod	Very	Extreme
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Communication	Communication
Decision Making	Decision Making
Change	Change
<p>Work style</p> 	<p>Work style</p> 
Roles	Roles

D – Formality – Drive for Conformity/Get it Right!

Extreme	Very	Mod	Mid	Mod	Very	Extreme
Communication			Communication			
Decision Making/Risk			Decision Making/Risk			
Delegation			Delegation			
Sales			Sales			
Roles			Roles			