Motivating Forces

- Makes his own choices
- Good negotiator
- Needs a schedule to keep him on target

Personal Dynamics

- Strong need for closure
- Firmly grounded in reality
- Would rather switch than fight
- Assertive, pushes for success

Ego Strength

- Values integrity and trustworthiness
- High standard of performance
- Strong self-belief
- Strength and willpower to complete his objectives

Defenses & Controls

- May be perfectionistic
- Leads with his chin
- Average impulse control

Intellectual Style

- Looks ahead, visualizes the possibilities
- Proceeds sequentially, step-by-step
- Moderately objective
- Resourcesful
Communication Style

- Makes no pretense about his feelings
- Unfailingly candid
- Can see the lighter side
- Can be tactful when necessary

Interpersonal Style

- Creates a pleasant social environment
- Enjoys the good things in life
- Sensitive to others’ needs
- Emotionally expressive

Work Style

- Teamwork is an important part of his success
- Lots of energy and stamina
- Needs someone to help with the fine details