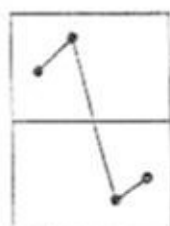


**HIGH INFLUENCE AND DOMINANCE**

Ref: 1D.63

**SELF-IMAGE - GRAPH III**

An integrative leader who works with and through people. This person has an out-going interest in people and an ability to gain the respect and confidence of varied types of individuals. He/She strives to do business in a friendly way whilst pushing forward to win an objective and sell a point of view. This person is usually a good co-ordinator who is willing to delegate and exhibits poise and confidence in most situations. There may be a tendency to act impulsively on occasions and to be over-enthusiastic and "oversell". This person is an excellent motivator and manager of people, a good leader who can communicate well and can be persuaded as well as persuade. He/She normally complies with the rules although administration is not a strong point. This person likes to feel part of the team, is restive for success, likes to lead people rather than direct them to achieve results.

SELF-MOTIVATION

This person wants challenging assignments involving varied contact with people. He/She seeks freedom from routine and regimentation. Many times he/she prefers an "outside" assignment involving travel. Wants authority and the prestige that goes with it. Public recognition of ability is an important motivator to this person. He/She prefers a democratic supervisor and likes an opportunity to show good results.

JOB EMPHASIS**Selling ideas and things to people**

Ideally this person's job should require a tangible accomplishment geared to motivating people to act on a voluntary basis rather than through authority or command. This person should be expected to initiate contacts with varied types of people. The job should be relatively free from detailed analysis of data, report writing or record keeping and good administration back-up should be provided. Pressure for results should be considerable. Travel should be involved, if possible on a regular basis and there should be ample freedom to act independently in a variety of changing situations.

DESCRIBING WORDS

Influential, persuasive, confident, friendly, self-starter, decisive, mobile, active, alert, opinionated, persistent, independent.