

SalesProfile REPORT	Person analyzed Sales, Sam	
	Organization Candidate	Date 12.08.2009



This analysis is based on the responses given in the Extended DISC Personal Analysis Questionnaire. This analysis should not be the sole criterion for making decisions about oneself. The purpose of this analysis is to provide supporting information to the respondent in self-development.

This page is a **description of how this style of person is typically seen by others**. Read the text as such and use it to develop an overall picture. In evaluating specific sentences, it is important to consider a person's conscious ability to adapt behavior. In other words, while the text describes the typical behavior for individuals with this style, a person certainly can modify behavior to fit the needs of a particular situation or individual(s). Also, you may have already addressed the development areas by learning new skills.

Attributes:

Direct, decisive, active, demanding, communicative, motivating, open, talkative, independent, goal-oriented, firm, energetic, busy, ambitious, competitive, strong-willed.

Motivators:

Sam is motivated by the chance to do independent work involving people. He gets motivation from clear, challenging goals that he can achieve his way. Variety in people, places and tasks also motivate him. He likes to work through people but that does not mean that Sam is a teamworker. This person is also motivated by popularity and social acceptance, publicity and success.

Tries to Avoid:

He tries to avoid boring and repetitive, similar tasks (Sam gets bored quite easily and consciously tries to avoid that). He does not like tasks where he is restricted by rules and limits.

Ideal Supervisor:

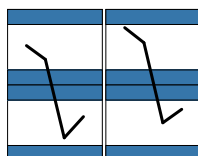
His supervisor must be tough and cannot show weakness nor become "too" genial. The supervisor must be able to point out what is expected from him and when it must be ready. The supervisor needs courage to intervene in his doings once the need appears. The supervisor cannot be a faultfinder who never leaves his side.

Communication Style:

This person communicates in a direct and purposeful way. He can be very sociable, pleasant, encouraging and people-oriented. He seldom does anything from the "kindness of his heart" as he usually has some hidden purpose. He is not the best possible listener. This is a result of his weak ability to concentrate, his impatience and the feeling that his own knowledge and skills are good enough.

Decision-making:

He is quite direct and spontaneous in making decisions. He is popular and gets along with people, which impairs his ability to make goal-oriented decisions. He can't always consider all details and may sometimes step on somebody's toes.



Motivators - Comfort Areas

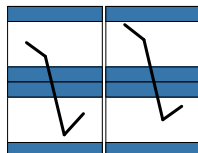
These items usually motivate this style of person. The individual is likely to respond positively if the level of these items is increased in his/her work environment.

- Renewal, generating ideas
- Possibilities to win and achieve
- Freedom from restrictions and chains
- Opportunities to control and manage people
- Achieving results through people
- Varying and multifaceted situations
- Moving
- Meeting new people
- Possibilities for fast reaction
- Possibility to decide by himself
- Venturing into the unknown
- Deciding his own matters

Situations that Reduce Motivation

These are items that this style of person typically does not like very much. Their effect on the individual's motivation will be negative if the level of these items is increased in the work environment.

- Being a bystander
- Detailed instructions
- Public failure
- Showing weaknesses
- Losing position
- Boring and dull people
- Wavering
- Routine duties
- Waiting, standing in a line
- Chains, restrictions
- Being "at the tail-end of the group"
- Slower paced people



Strengths

The behavioral skills listed in this section are this person's clear natural strengths. It is possible that they are not exceptional skills, but are very natural for him/her. Increasing these items in the present work environment is recommended.

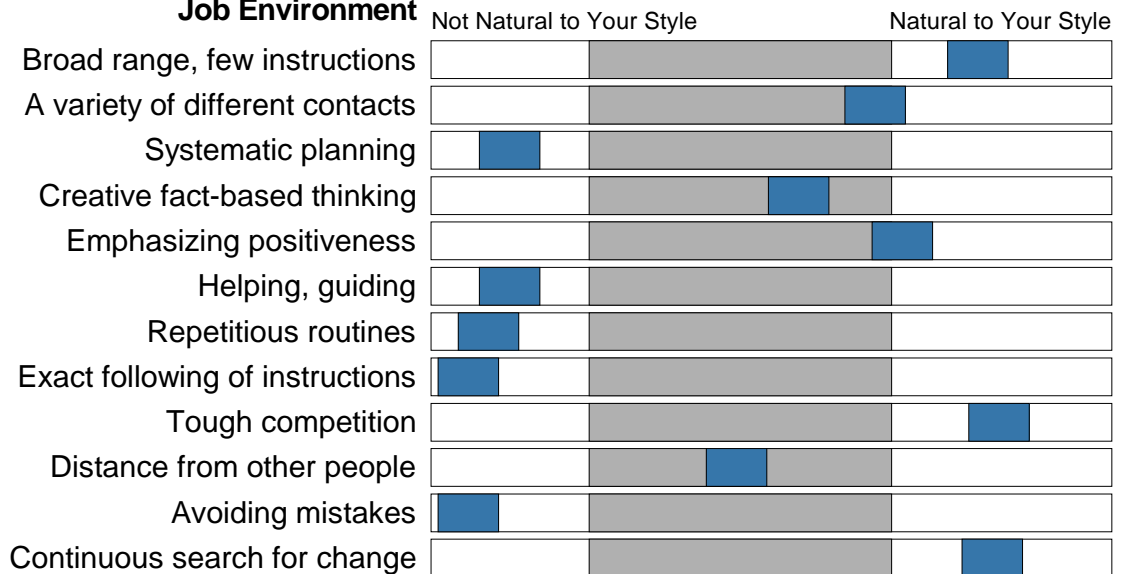
- Can keep people in line
- Motivates with independence and challenges
- Is clear enough
- Can set the goals
- Can demand
- Dares to take risks
- Can generate new ideas
- Has willingness to change
- Wants to be the best
- Can keep the goals high enough
- Doesn't let jobs become routine
- Can generate new ideas

Reactions to Pressure Situations

These are not a description of this person's weaknesses or present behavior. They are items that the person should be cautious about since if he/she gets overly enthusiastic or stressed these weaknesses may become active.

- Concentrates on power struggles
- Manipulates people
- Delegates responsibilities without authority
- Is too goal-oriented
- Cannot relax
- Aims to change too much
- Has a habit of changing things
- Creates insecurity for others by constant changes
- Success is based too much on disciplining
- Changes direction hastily
- May change the core of success
- Becomes impatient, can't wait

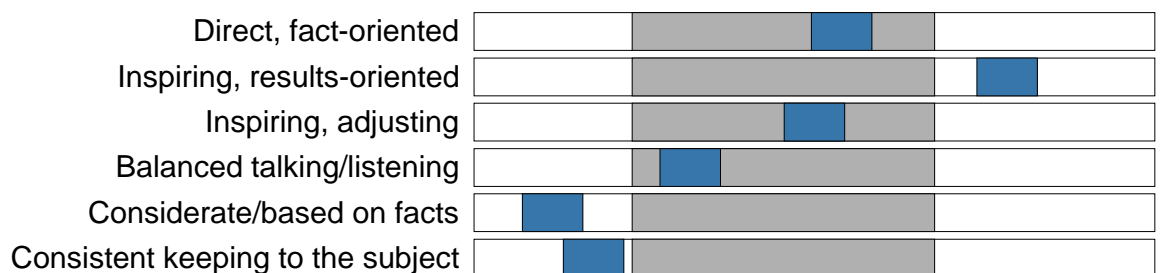
Job Environment



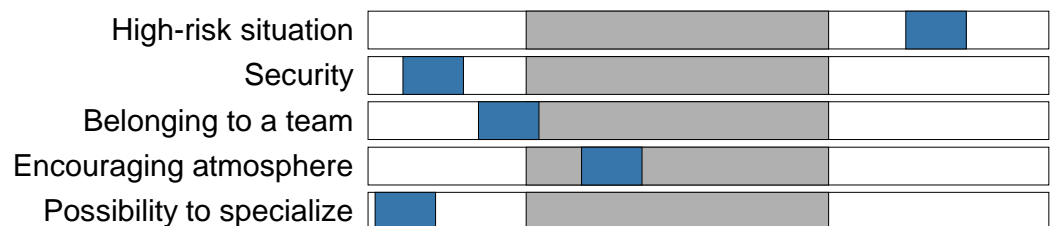
Decision-Making



Communication

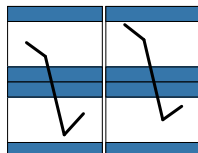


Is Motivated By



1

10



Items that Require a Little Energy

The instructions below are for situations where you have to leave your comfort area and adjust your style.

Job Environment - Tough competition

- Practice cooperating more with others
- Practice giving priority to other people's wishes

Job Environment - Continuous search for change

- Before you think of something new, make sure previous issues have been taken care of
- Learn to look for bad sides in a good idea before getting too excited

Decision-Making - Fast

- Even if you make a decision, consider what the second best option would be and compare them
- Create a system for yourself that after you make a decision, you will consider its possible consequences

Is Motivated By - High-risk situation

- Before doing anything, consider if you can afford to take the risks involved
- Practice listening to other people's opinions before making decisions

Items that Require a Lot of Energy

The instructions below are for situations where you have to leave your comfort area and adjust your style.

Job Environment - Repetitious routines

- Ask someone else to write down step-by-step instructions regarding your recurring responsibilities
- Create a work environment that has as few distractions as possible

Job Environment - Exact following of instructions

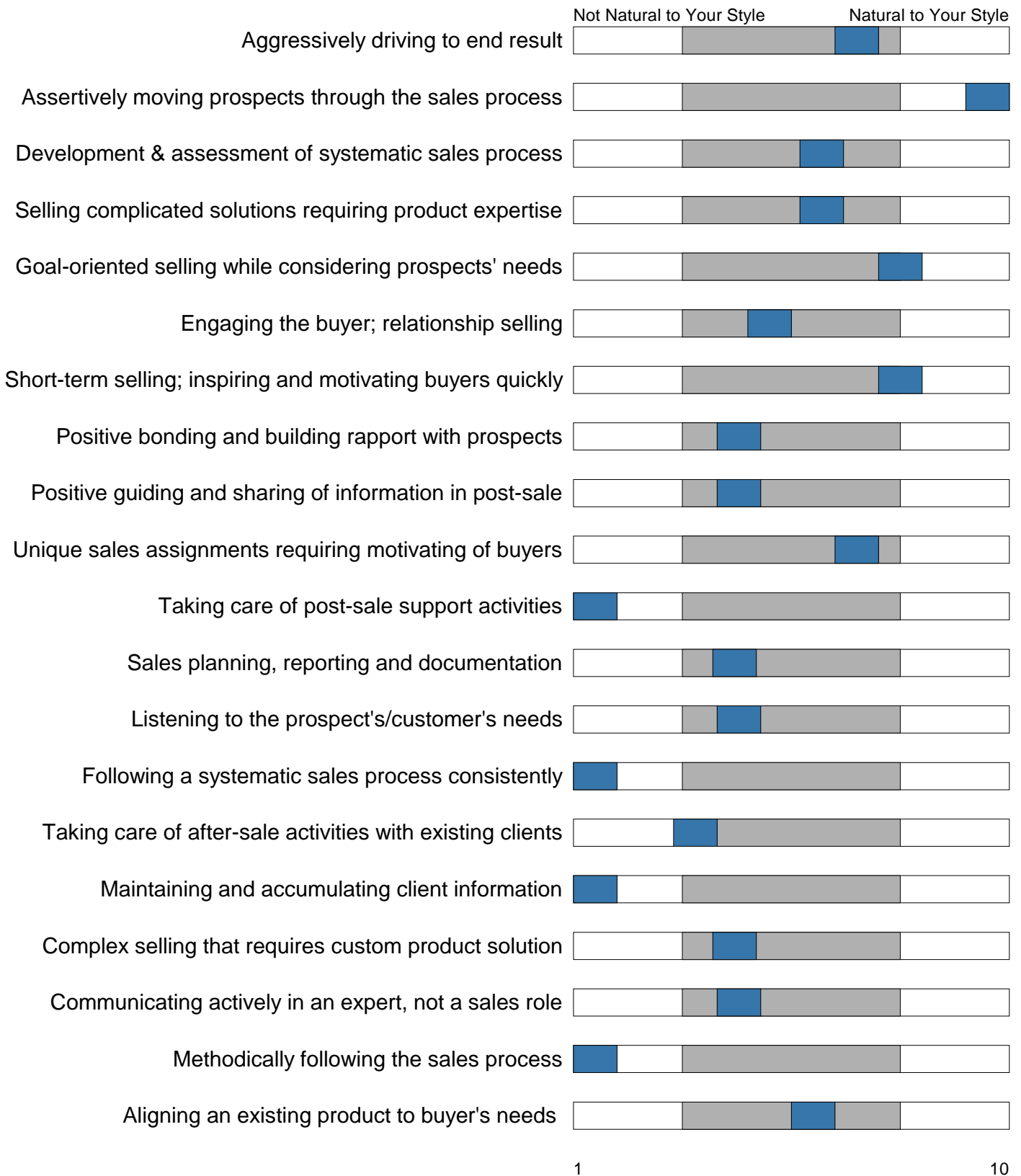
- Check after each stage of your assignment if you did it the proper way
- Practice doing your job as long as possible without making any mistakes

Job Environment - Avoiding mistakes

- Before every phase of your work, think about how it should be done
- Learn to perform your job slower

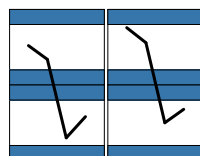
Is Motivated By - Possibility to specialize

- Learn to shut other things out of your mind when you are working on something
- Learn not to speak with people when you should not



1

10



Items that Require a Little Energy

The instructions below are for situations where you have to leave your comfort area and adjust your style.

Aggressively driving to end result

- Make sure that the client leaves with a positive impression every time
- You know how to control the client, but do not pressure too much

Assertively moving prospects through the sales process

- Do everything you can to take care of the follow-up
- Give the customer enough time

Goal-oriented selling while considering prospects' needs

- Remember to stand behind your promises
- Do not make closing a sale with a particular prospect such a challenge for yourself that it is worth less than its cost

Short-term selling; inspiring and motivating buyers quickly

- Summarize and conclude every sales interaction
- Remember to give your client a chance to talk

Items that Require a Lot of Energy

The instructions below are for situations where you have to leave your comfort area and adjust your style.

Taking care of post-sale support activities

- Do not look for new things if you cannot take care of the existing duties first
- Try to take care of even the less interesting clients

Following a systematic sales process consistently

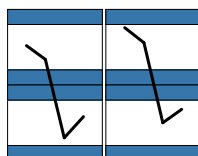
- Give all the information requested carefully
- Do not interfere with the roles other than the one you specialized in

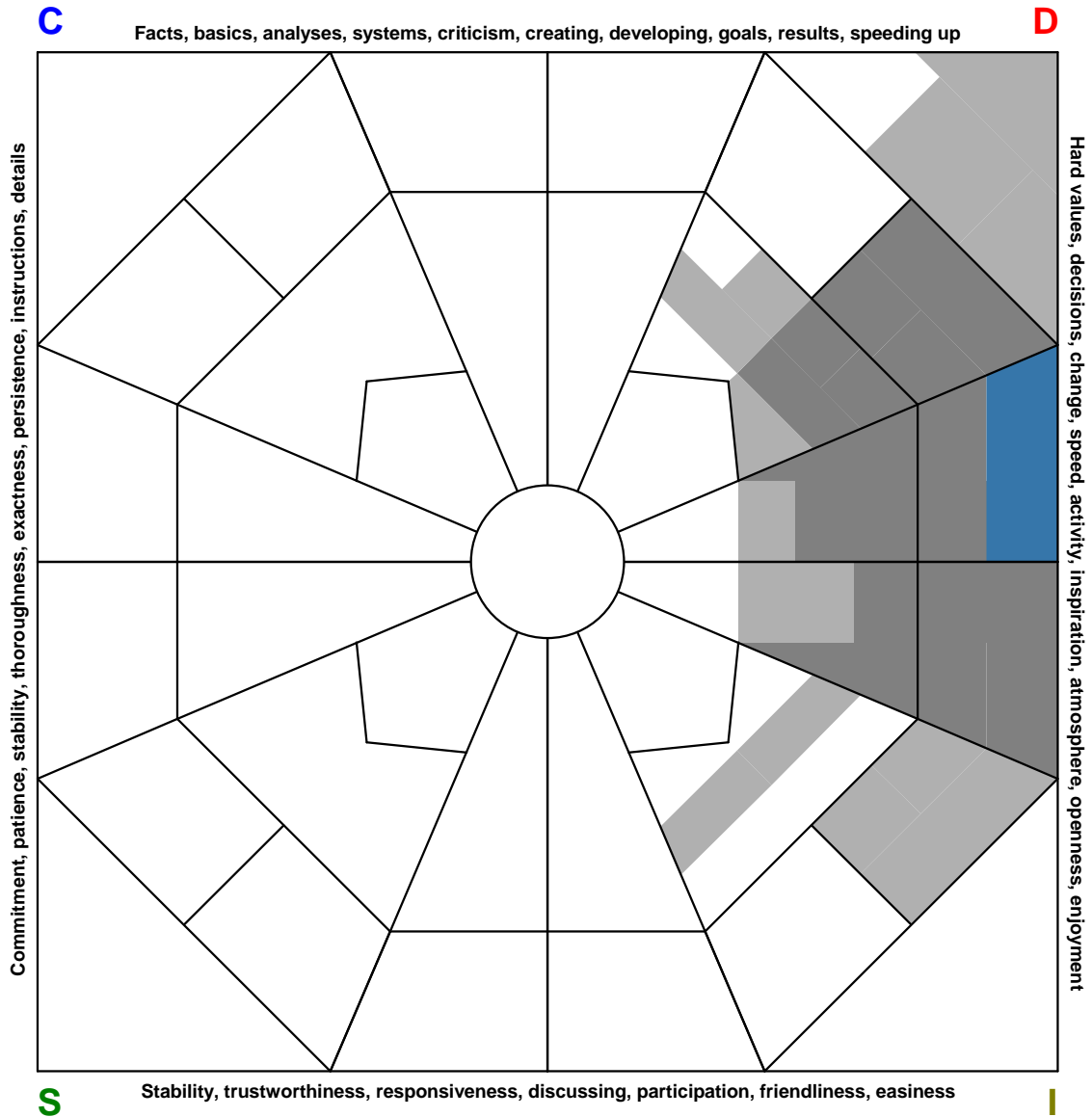
Maintaining and accumulating client information

- Make sure you have all the necessary sales material
- When you get new material, place it immediately where it belongs





Methodically following the sales process

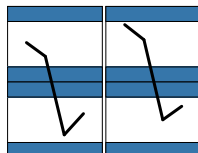
- Reserve enough time for every project's final stage
- Clarify for yourself what good quality means in your work





Flexibility Zones:

-  Current Zone = The position of the profile at the moment
-  Natural Flexibility Zone = The area where the profile will most probably shift
-  Easiest Development Zone = The area toward which the profile is easiest to develop
-  Most Difficult Development Zone = Areas that require stronger conscious adjustment of behavior



SalesProfile

Sales Style Profiles

Person analyzed

Sales, Sam

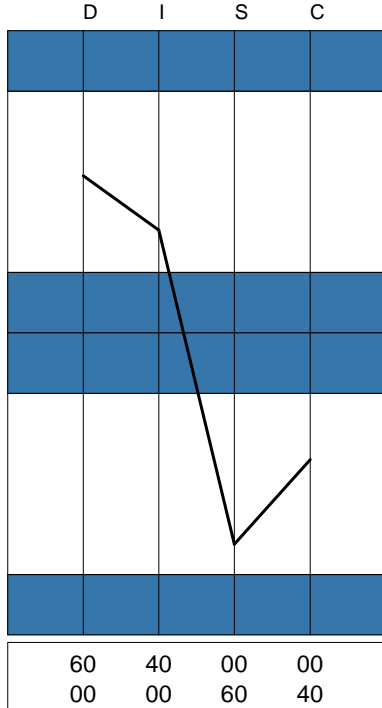
Organization

Candidate

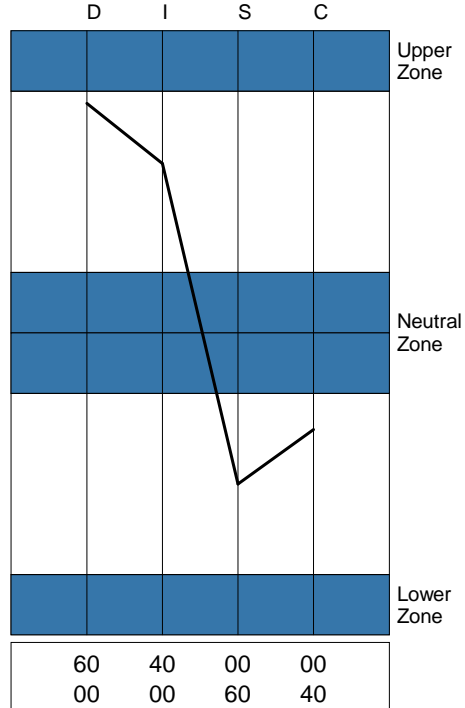
Date

12.08.2009

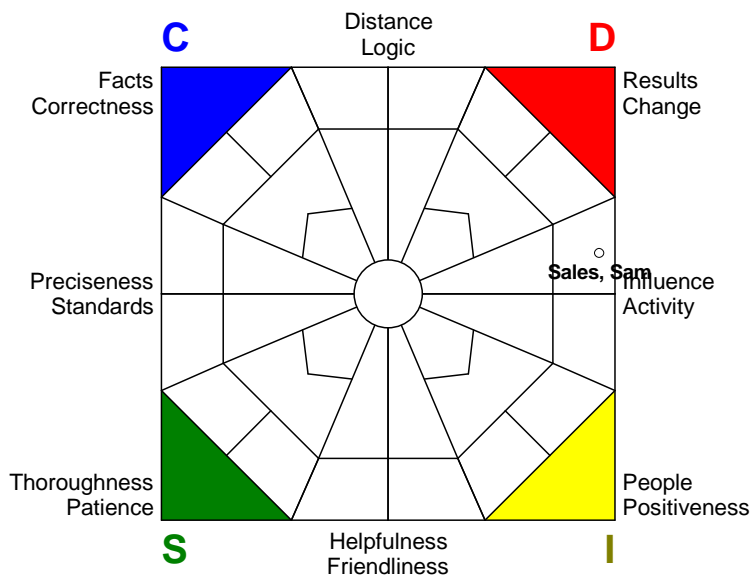
Profile I - Perceived Need to Adjust



Profile II - Natural Style



Extended DISC - The Diamond



Your primary relationship role is: Influencer

An Influencer is someone who creates ideas and wants to move forward. He has a good ability to influence others. The Influencer does not hesitate and deliberate but believes in his instinct and spontaneity. He likes change and taking part in many different kinds of groups, situations and roles. Others see the Influencer as an open and sociable person but somewhat superficial and self-absorbed. In reality he is so active that he does not have time to stop and think about others, even if he would like to. The Influencer likes to express his opinions and tries to persuade others to agree. He is not a very patient listener. He has to stand out in a group somehow; he finds it awful to be an average person in an average group. Concentrating on one thing is difficult for the Influencer because he is better at creating and starting ideas than implementing them.

An attitude toward teamwork

A means to get people's attention
A way to get the group motivated
A possibility to delegate boring routines away

A role in a team

The one who gives a push to a conversation
The one who introduces new thoughts
The one who stops hesitation

A role as a decision maker

Wants to make quick decisions
Brings up decisive ideas
Does not analyze all the alternatives

A role as a motivator

Creates group enthusiasm
Motivates by speaking
Supports and encourages

A role as a performer

Aims at simplicity
Does not deliberate for long
Applies rules

The benefit the group receives

The group is able to be renewed - does not get stuck
Group's atmosphere stays open
Includes people

Convergent styles

Changer, Stimulator

Complementary styles

Doer, Assurer, Specialist

Instructions for interpreting Sales Assessment

General Instructions

The Extended DISC® Sales Assessment does not provide results that classify people. There are no good-bad categories and the system does not rank people in any way.

All of the information in the report is derived from your "natural behavioral style". It is a behavioral style that takes the least energy and effort, requires the least amount of concentration, and is usually the most pleasant to you. It is the mode that you normally use to react and is most frequently exhibited outwardly in your behavior.

The Extended DISC® Sales Assessment divides all of the different behavioral styles into four main styles. These styles are not better or worse. Each of the styles has its own advantages and disadvantages.

D-style

D-styles are competitive, aggressive, decisive and results-oriented. They prefer to move fast, take risks and get things done now. D-styles also like to be in charge, control and have the power. They like change and challenges.

D-styles can also be impatient, overbearing and even rude. They are often not very good listeners and are prone to make snap decisions. Others may perceive D-styles as somewhat self-centered, demanding, blunt and overly aggressive.

I-style

I-styles are talkative, sociable, optimistic and lively. They are people-oriented, spontaneous, energetic and enthusiastic. I-styles tend to be positive and good at influencing others.

I-styles can also be inattentive to details, overly talkative and emotional. They may over-promise because they are so optimistic and are eager to be popular. Others may perceive I-styles as somewhat careless, impulsive and lacking follow-up.

S-style

S-styles are calm, helpful, patient, modest and laid back. They are eager to help, loyal and often make excellent team players. S-styles tend to be patient listeners, trustworthy, and balanced between tasks and people. They are very persistent.

S-styles need stability and security and, therefore, need help with change. They may be too willing to pitch in and at times are taken advantage of. Others may perceive S-styles as too slow, stuck on the status quo, indecisive, stubborn and even quietly resentful.

C-style

The C-styles are precise, logical, matter-of-fact, analytical and careful. They need data, information and analyses. They are focused on tasks and ensure things get done correctly. C-styles tend to produce high quality work.

C-styles may also focus too much on the details, becoming nitpicking, slow and losing the big picture. At times they get lost in the analysis, focusing too much on the trees and not the forest. Others may perceive C-styles as too critical, distant, pessimistic, and even cold.



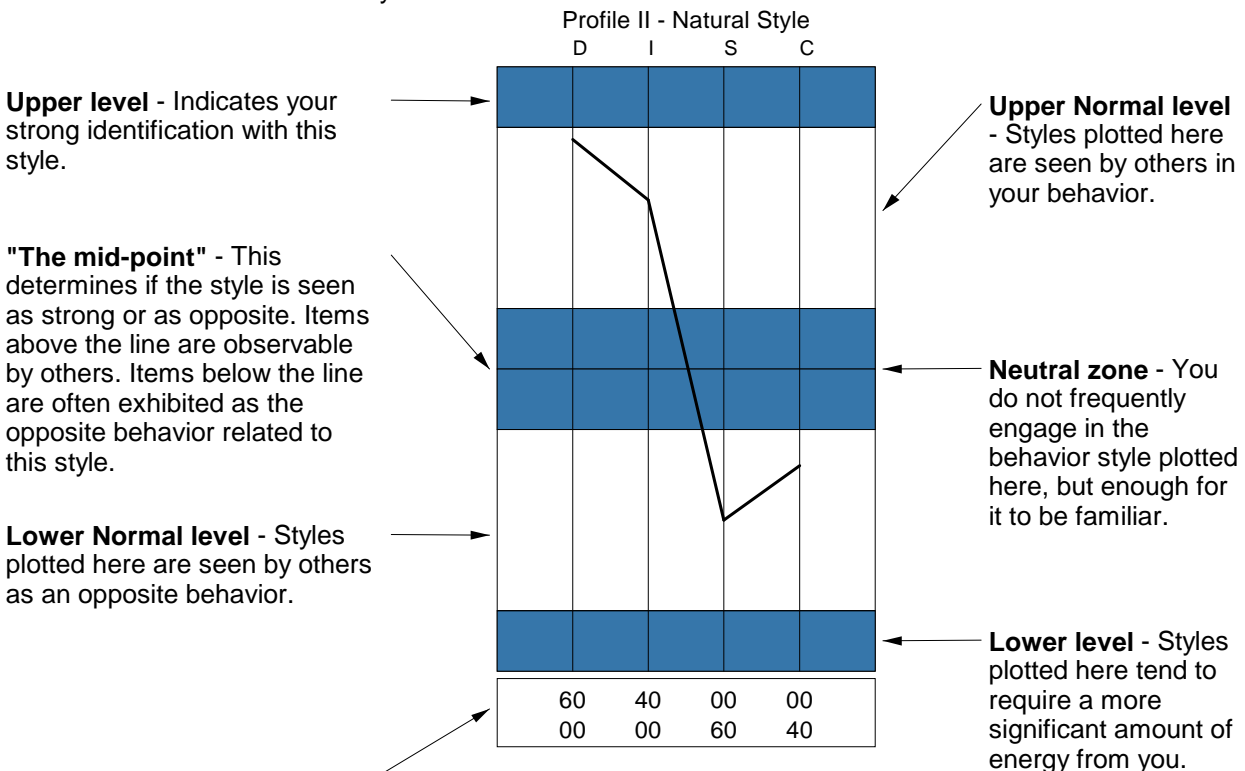
Understanding the Profiles

The Profiles are visual presentations of your style. They are based on your responses to the questionnaire. Essentially, your responses have been tabulated by your "most" and "least" selections into a frequency distribution by each of the D, I, S and C behavioral styles. Emphasis is on frequency - there are no right or wrong answers.

The interpretation of both the Profiles and the Diamond require some training. To interpret the results without an understanding of how to read the information is not recommended because of possible misinterpretations.

Profile I - Your adjusted style. How you believe you must adjust your style to meet the demands of your present environment.

Profile II - Your natural style. This is a style that remains fairly stable, but not rigid, over your lifetime. It is the style that is the most comfortable for you.



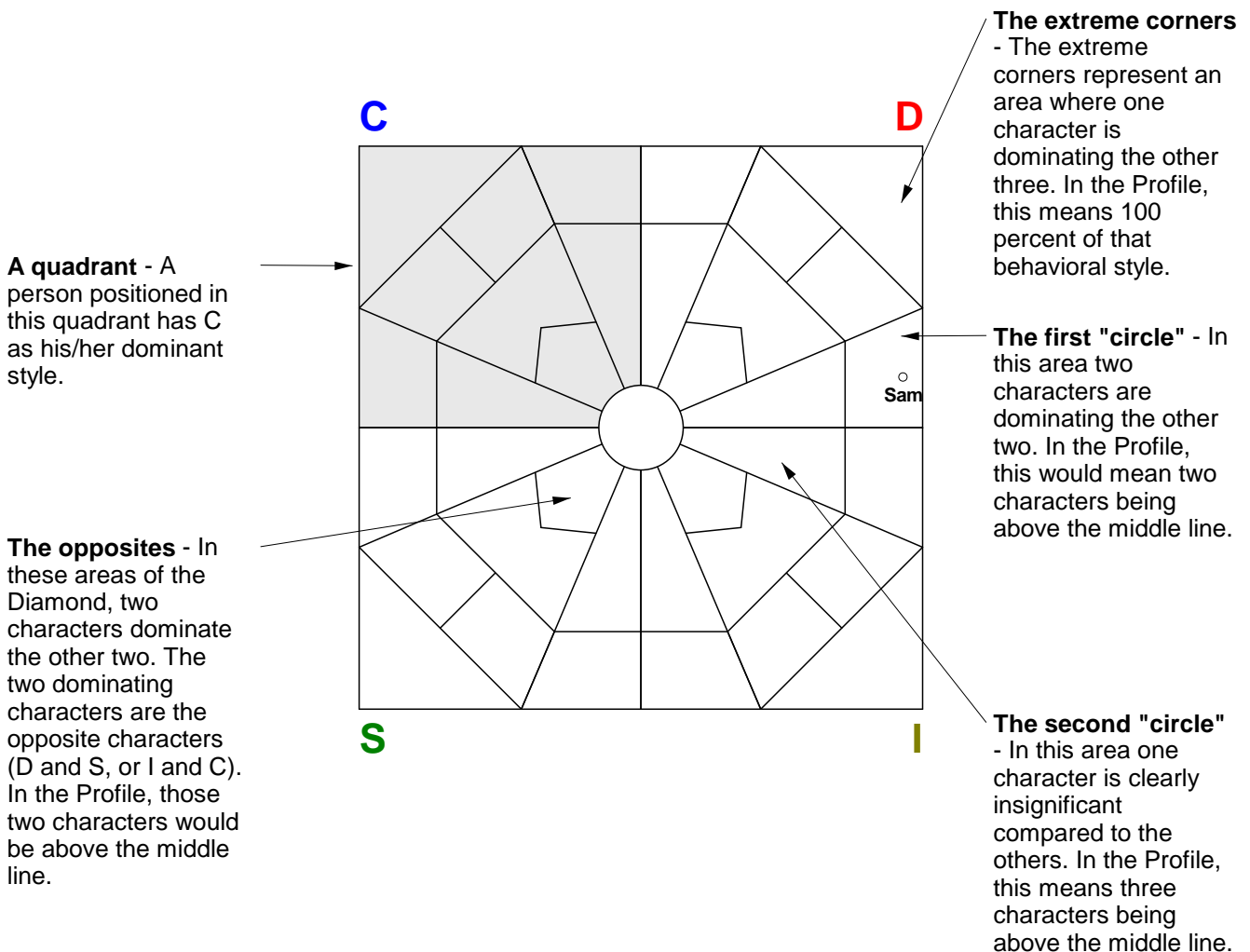
Percentages - Top row indicates the percentage distribution (out of 100 percent) of your strongest styles. Bottom row indicates the percentage distribution (out of 100 percent) of your less comfortable styles.



Understanding the Diamond

The Extended DISC® Diamond visually shows what behavioral styles are the most comfortable to you and what styles require the most energy from you. The Diamond is divided into 160 areas (40 in each quadrant), each illustrating a different combination of the four main behavioral traits.

The deepest shade on the Diamond shows the location of your natural style. Determine in what quadrant it is placed. This is your most natural and comfortable behavioral style (D, I, S or C). The shadings demonstrate the behavioral styles that are quite comfortable for you. The white areas illustrate the areas on the Diamond that will require the most energy, effort and concentration from you. The farther from your deepest shade you move, the more energy is required.



Narrative Description

This page is a description of how others typically see individuals with your style. Read the text as such and use it to develop an overall picture of your style. In evaluating specific sentences, it is important to consider your conscious ability to adapt behavior.

In other words, while the text describes the typical behavior for individuals with your style, you certainly can modify your behavior to fit the needs of a particular situation or individual(s). Also, you may have already addressed the development areas by learning new skills.

If you find a statement that you believe does not accurately describe you, ask others for their feedback before you dismiss it. This may be a great opportunity for you to further improve your performance.

Identify the main items that you believe would have a positive impact on your performance if you were to consciously modify your behavior. You may want to get some input from others (peers, supervisor, coach, etc.) when selecting these items.

Worksheet

Identify what you believe to be your greatest strengths. How are you using them in your current position?

Should you adjust your style to improve your performance? If yes, how?

Are there statements that you do not think describe you?

Is this something you have learned to do or to avoid?

Why do you think you may not see this in your behavior?

What about others? Can they see it in your behavior?

Motivators and Demotivators Page

This page highlights dimensions that are typical for the individuals like you. Be sure that you do not focus too much on the bottom halves of the Motivators pages - many people do. Make sure you are taking advantage of the strengths of your style.

Motivators = You tend to like and feel comfortable with these items. Are you taking advantage of comfort areas?
Situations that Reduce Motivation = You tend not to like these items as much.

Note! This is not a "can - cannot do" scale. In other words, it does not mean that you cannot excel in the items on the bottom halves of these pages. It simply indicates that these areas typically require more energy and concentration for individuals with your style.

Select one to three items that you believe will have a positive impact on your performance if you were to consciously modify your behavior. Ask for input from others.

Worksheet

Identify two *Motivators* that are being fulfilled in your current position:

How can you increase their effect on your performance? Be specific.

Identify two *Situations that Reduce Motivation* that create the greatest challenges in your current position:

How can you decrease their effect on your performance? Be specific.

Strengths and Reactions to Pressure

This page highlights dimensions that are typical for the individuals like you. Be sure that you do not focus too much on the bottom halves of the Motivators pages - many people do. Make sure you are taking advantage of the strengths of your style.

Strengths = These items require less energy from you.

Reactions to Pressure Situations = These items require more energy from you. Some of the items relate to you using your strength so much that it becomes a weakness.

Note! This is not a "can - cannot do" scale. In other words, it does not mean that you cannot excel in the items on the bottom halves of these pages. It simply indicates that these areas typically require more energy and concentration for individuals with your style.

Select one to three items that you believe will have a positive impact on your performance if you were to consciously modify your behavior. Ask for input from others.

Worksheet

Identify two *Strengths* that you can capitalize upon in your current position:

How can you maximize the impact of your Strengths? Be specific.

Identify two *Reactions to Pressure Situations* that you can work on that will have the greatest impact on your performance in your current position:

How can you develop in these areas to improve your performance? Be specific.

Behavioral Competencies

This page uses a 1-10 point scale, from "Not Natural to Your Style to Natural to Your Style".

Natural to Your Style - most on the right. These items require less energy from you.

Not Natural to Your Style - most on the left. These items require more energy from you.

The rectangles in the bar graphs indicate how natural a particular behavioral dimension is to your style.

The arrows (Optional – your report may not include the arrows) indicate how you perceive you want or need to adjust your style to perform even better in your existing environment. An arrow toward the right indicates that you perceive a need to increase the behavioral dimension. An arrow toward the left indicates that you perceive a need to decrease the behavioral dimension.

Note! This is not a "can - cannot do" scale. In other words, when one of your dimensions is on the left side of the scale, it does not mean that you cannot do very well in that area. In fact, you might excel in that area. The results simply indicate that you must spend more conscious effort, concentration and energy with that particular behavioral aspect.

Select one to three items that you believe will have a positive impact on your performance if you were to consciously modify your behavior. Ask for input from others.

The Behavioral Competencies - Narrative highlights eight items to assist you in performing even better. The first four items do not require much energy from you to perform well. For this reason, be careful that you do not over-emphasize these strengths too much as they may become weaknesses. Carefully consider, and periodically review, how you could benefit from the suggestions relating to each of these four items.

The last four items require a lot of energy from you. Consider if you could improve your performance by consciously adjusting these behavioral dimensions with the help of the provided suggestions.

Worksheet

Job Environment:

Identify two areas that are comfortable for you in your current position:

Identify two areas that are less comfortable for you in your current position:

Based on the above, how can you adjust your style to improve your performance?



Worksheet - Behavioral Competencies Page

Decision-Making:

Identify an aspect of your decision-making style that is the most comfortable for you. What impact does it have in your current position?

Identify an aspect of your decision-making style that is the least comfortable for you. What impact does it have in your current position? What can you do to improve?

Communication:

Identify an aspect of your communication style that is the most comfortable for you. What impact does it have in your current position? How can you capitalize on it more effectively?

Identify an aspect of your communication style that is the least comfortable for you. What impact does it have in your current position? What can you do to improve?

Is Motivated By:

Identify your greatest and lowest motivator from the five motivation factors.

How can you capitalize on your greatest motivator?

Do your current responsibilities require behaviors that relate to your lowest motivator? How can you reduce its impact and/or adjust your style accordingly?



Sales Competencies Page

Interpret Sales Competencies Page just like the Behavioral Competencies Page. The page also uses 1-10 point scales, from "Not Natural to Your Style to Natural to Your Style".

Natural to Your Style - most on the right. These items require less energy from you.

Not Natural to Your Style - most on the left. These items require more energy from you.

The rectangles in the bar graphs indicate how natural a particular sales behavioral dimension is to your style.

The arrows (Optional – your report may not include the arrows) indicate how you perceive you want or need to adjust your style to perform even better in your existing environment. An arrow toward the right indicates that you perceive a need to increase the behavioral dimension. An arrow toward the left indicates that you perceive a need to decrease the behavioral dimension.

Note! This is not a "can - cannot do" scale. In other words, when one of your dimensions is on the left side of the scale, it does not mean that you cannot do very well in that area. In fact, you might excel in that area. The results simply indicate that you must spend more conscious effort, concentration and energy with that particular behavioral aspect.

When using the additional pages, select one to three items that you believe will have a positive impact on your performance if you were to consciously modify your behavior. Ask for input from others.

The Narrative page highlights eight items to assist you in performing even better as a salesperson. The first four items do not require much energy from you to perform well. For this reason, be careful that you do not over-emphasize these sales strengths too much as they may become weaknesses. Carefully consider, and periodically review, how you could benefit from the suggestions relating to each of these four items.

The last four items require a lot of energy from you. Consider if you could improve your sales performance by consciously adjusting these behavioral dimensions with the help of the provided suggestions.

Worksheet – Sales Competencies Page

Identify three Sales Competencies you believe are the most critical in your current sales position:

Why are these three the most important? Be specific.

How natural, or not natural, are you with these three Sales Competencies?

Based on the above, how can you adjust your sales style to improve your performance?

Based on the above analysis, what will you start doing now?

Based on the above analysis, what will you stop doing now?



Additional Assessments

Your Extended DISC® Sales Assessment focuses on your sales behaviors. Extended DISC offers several other individual assessments. Among the most popular are:

- Extended DISC® Leadership Assessment
- Extended DISC® Customer Service Assessment
- Extended DISC® Entrepreneurial Assessment
- Extended DISC® Management Assessment
- Extended DISC® Team Member Assessment
- Extended DISC® Information Technology Assessment
- Extended DISC® Project Assessment
- Extended DISC® Administrative Assessment
- Extended DISC® Training Assessment

Other popular assessments include:

- Extended DISC® Work Pair Analysis
- Extended DISC® Team Analysis
- Extended DISC® Organizational Analysis



Improving Your Sales:

There is no one sales best style. Each style has advantages and disadvantages. Depending on your style, below are some of the most important things you could do to improve your performance.

D-style:

Slow down, be more patient.
Do not jump to conclusions or snap decisions.
Listen to others more.
Be more aware of how you impact others.
Do not overreact.

I-style:

Talk less, listen more.
Do not react emotionally.
Do not over promise.
Focus more on details.
Follow-up.

S-style:

Be more assertive and aggressive.
Speak out.
Act now, think less.
Keep your emotions under control.
Do not be afraid of change and new things.

C-style:

Talk more.
Decide and take action faster.
Do not be afraid to make mistakes.
Do not lose the big picture.
Accept ambiguity.

How to Identify Others' Styles:

Once you know what your style is, you need to know the other person's style in order to make the appropriate adjustments in your style. Below you will find a helpful checklist.

D-style:

- Often appears to be in a hurry.
- Is direct, says what he/she thinks.
- May be blunt.
- States own opinions as facts.
- Interrupts others.
- May talk to many people at the same time.
- "What's the bottom line?"
- Is aggressive.
- Is demanding.
- "How does this benefit ME?"
- Very impatient.
- Becomes irritated easily.

I-style:

- Is open and friendly.
- Talks a lot.
- Gets easily excited.
- Is animated.
- Talks about people he/she knows.
- Does not focus much on details.
- Does not listen for long.
- Does not pay close attention.
- May ask same questions several times.
- Jumps from subject to subject.
- Stays away from hard facts.

S-style:

- Appears calm.
- Does not get easily excited.
- Listens carefully.
- Nods and goes along.
- Is easy-going.
- Asks questions and inquires about the specifics.
- Seems to have strong opinions but does not express them vocally.
- Appears thoughtful.
- Completely new ideas/things seem to make him/her uncomfortable.

C-style:

- Appears reserved and somewhat timid.
- Is quiet.
- Focuses on details.
- Asks many questions.
- Studies specifications and other information carefully.
- Proceeds cautiously.
- Does not easily express disagreeing views.
- May have done homework on the topic.
- May be very critical; criticism based on facts, not opinions.



Communication Considerations:

Effective communication is critical in all types of interactions. Below you will find a helpful checklist to assist you in improving your effectiveness with the different styles.

When communicating with D-styles:

- Be direct and specific.
- Provide alternatives.
- Ensure he/she "wins".
- Disagree only on facts.
- Enjoy the battle.
- Do not be emotional.
- Do not dominate.
- Act quickly, he/she decides fast.

When communicating with I-styles:

- Be a friend, do not ignore.
- Schedule time for chatting.
- Have fun and act silly.
- Let him/her speak.
- Give recognition.
- Speak about people and feelings.
- Remember to follow up.
- Move closer.

When communicating with S-styles:

- Slow down your presentation.
- Build trust.
- Focus on people.
- Provide the information he/she needs.
- Present issues logically.
- Secure commitment piece by piece.
- Be sincere, do not dominate.

When communicating with C-styles:

- Provide facts.
- Do not touch.
- Be patient, slow down.
- Give plenty of detailed information.
- Control your own activity.
- Do not talk about personal issues.
- Do not pressure.
- Focus on issues.

Dos and Don'ts with the Styles:

Below is a checklist of what to do and what not to do with the different styles:

D-style:

Do:

- Be direct.
- Provide alternatives.
- Ensure he/she "wins".
- Give immediate feedback.
- Concentrate on subject.
- Act quickly.
- Let him/her speak and listen.
- Focus on issues.
- Show interest.
- Provide direct answers.

Don't:

- Go into all the details.
- Provide too much information.
- Try to control the situation.
- Talk too much.
- Lose focus.
- Slow down.
- Take issues personally.

I-style:

Do:

- Maintain positive atmosphere.
- Help to achieve popularity and recognition.
- Allow to express him/herself.
- Take time to chat and talk.
- Be more expressive.
- Be more enthusiastic.
- Focus on the big picture.
- Focus on the people aspects.
- Get involved in the process.

Don't:

- Talk about too many details.
- Fail to socialize.
- Bring up negative issues.
- Fail to have fun.
- Set restrictions.
- Be too practical.
- Be pessimistic.



Dos and Don'ts with the Styles:

Below is a checklist of what to do and what not to do with the different styles:

S-style:

Do:

Proceed in logical order.
Ask specific questions to find out true needs.
Provide support.
Provide precedents to reduce uncertainty.
Remember fairness and justice.

Don't:

Forget your promises.
Make unexpected changes.
Be unreliable.
Forget to provide enough information.
Move too fast.
Be impatient.

C-style:

Do:

Listen carefully.
Answer questions calmly and carefully.
Be thorough; remember to include all relevant information.
Slow down your presentation.
Utilize written supporting materials.
Find out what the key issues are and focus on them.

Don't:

Move too fast.
Spend too much time with small talk.
Move too close.
Lose patience in providing all the requested information.
Expect decisions right away.

SalesProfile	Person analyzed Sales, Sam	
	Organization Candidate	Date 12.08.2009
Questions		

Questions relating to the person's expressed emotions:

He does not feel any significant need to slow down or give up his goals. He believes that he will find the challenges he wants in his current surroundings.

Describe an incident when you felt like you exceeded your level of authority?

He feels that he is getting all the attention and feeling of belonging that he wants and does not feel that he should stay away from people.

How do you show it when you are no longer motivated?

This person is extremely active and hard-working by nature. It is very important for him to constantly get new incentives so that he will not get bored. The current surroundings seem to offer just enough.

When was the last time you were bored?

He needs an extremely great level of independence in his own work and does not like chains or restricting rules. At the moment, he does not seem to have any.

What decisions would you like keep to yourself?

Questions relating to the job

You are usually quite outspoken with people. What kind of people do you like?

You want all the possible tools at your disposal. What are you ready to take away from your colleague?

Variety motivates you. How much variety do you need?

You do not like it when things do not move along. What do you do with people who hesitate?

You always aim to succeed and win. When do you feel that you have succeeded at work?

