

INCLUDER

INFLUENCER

LIKES Harmony	STRENGTH Counselling	NEEDS Acceptance
DISLIKES Insensitivity	WEAKNESS Risk averse	FOCUS Trust

LIKES Positivity	STRENGTH Persuasive	NEEDS Recognition
DISLIKES Conflict	WEAKNESS Disorganised	FOCUS Enjoyment

Collaborative, Empathetic, Considered, Helpful

Social, Intuitive, Impulsive, Persuasive

'Notice how well-liked I am'

'Notice how influential I am'

SLOW
(INDIRECT)

FAST
(DIRECT)

'Notice how efficient I am'

'Notice how accomplished I am'

Introverted, Cautious, Analytical, Persistent

Independent, Decisive, Competitive, Directive

LIKES Objectivity	STRENGTH Analytical	NEEDS Process
DISLIKES Being wrong	WEAKNESS Critical	FOCUS Accuracy

LIKES Challenge	STRENGTH Decisive	NEEDS Control
DISLIKES Time-wasting	WEAKNESS Impatient	FOCUS Results

OPEN
(PEOPLE)

CLOSED
(TASK)



ANALYSER

ACHIEVER