

DOMINANCE

Motivated by: power and authority, competition, winning, success

Tendencies: self-confidence, directness, forcefulness, risk-taking

Limitations: lack of concern for others, impatience, insensitivity

Questioning
Logic-focused
Objective
Skeptical
Challenging

Motivated by: opportunities to use expertise or gain knowledge, attention to quality

Tendencies: precision, analysis, skepticism, reserve, quiet

Limitations: overly critical, tendency to overanalyze, isolates self

CONSCIENTIOUSNESS

Active
Fast-paced
Assertive
Dynamic
Bold

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Thoughtful
Moderate-paced
Calm
Methodical
Careful

INFLUENCE

Motivated by: social recognition, group activities, friendly relationships

Tendencies: charm, enthusiasm, sociability, optimism, talkativeness

Limitations: impulsiveness, disorganization, lack of follow-through

Accepting
People-focused
Empathizing
Receptive
Agreeable

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Motivated by: stable environments, sincere appreciation, cooperation, opportunities to help

Tendencies: patience, team player, calm approach, good listener, humility

Limitations: overly accommodating, tendency to avoid change, indecisiveness

STEADINESS