

# THINKING/LEADERSHIP STYLES PROFILE



## 11. ACHIEVEMENT

- Accomplishes results
- Set challenging but realistic goals
- Has clear plans to achieve goals
- Learns from mistakes & corrects
- Enthusiastic/purposeful



## 12. SELF-ACTUALISING

- Sense of purpose
- Believes they can make a difference
- Self-respecting/accepting
- Stands up for their beliefs



## 1. HUMANISTIC-ENCOURAGING

- Resolves conflicts constructively
- Encourages, develops & coaches others
- Takes time with and involves others
- Sensitive to the needs of others



## 2. AFFILIATIVE

- Strong interpersonal skills
- Relationship centered
- Thinks people more important than things
- Friendly and cooperative



## 10. PERFECTIONISTIC

- Never wants to make a mistake
- Pedantic/compulsive/obsessive
- Demands perfection
- Sets unrealistic goals
- Delays decisions



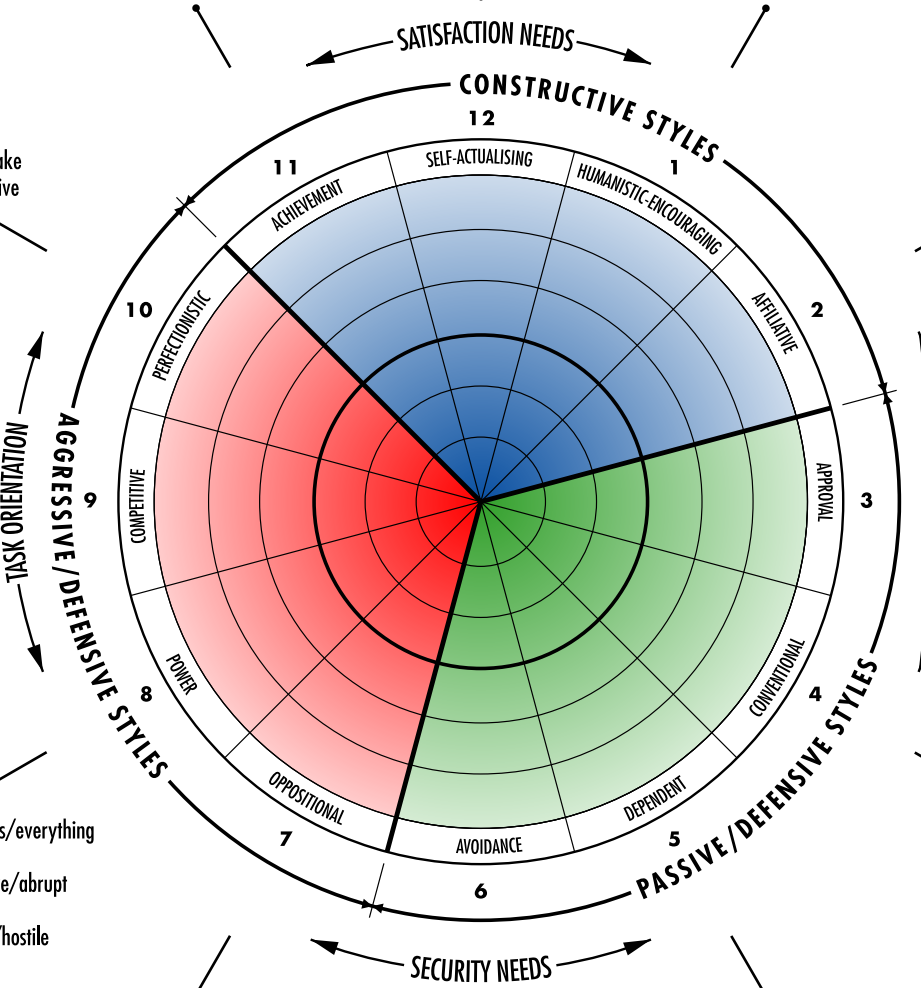
## 9. COMPETITIVE

- Strong need to win
- Competes rather than cooperates
- Rivalry/adversarial
- Likes to be seen and noticed



## 3. APPROVAL

- Agrees too readily
- Worries what others think of them
- Needs to be liked by everyone
- Upset if not accepted or attacked by others



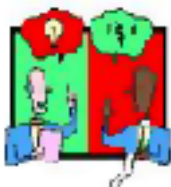
## 8. POWER

- Needs to control others/everything
- Hard/tough/bossy
- Dominating/aggressive/abrupt
- Believes in force
- Autocratic/dictatorial/hostile



## 7. OPPOSITIONAL

- Argumentative
- Cynical/suspicious/antagonistic
- Quick to criticise
- Opposes ideas with sarcasm



## 6. AVOIDANCE

- Avoids decisions and conflict
- Procrastinates
- Shifts responsibilities/blame to others
- Doubts own abilities



## 5. DEPENDENT

- Does what they are told
- Prefers to follow rather than lead
- Looks to others for ideas
- Says what is expected



## 4. CONVENTIONAL

- Conservative/traditional
- Conforms, follows the rules
- Sets practical goals
- Follows policies and procedures to the letter

