

# BEHAVIORS

Where do they come from?



# THE BEAUTY AND CHALLENGE OF PERSONALITY DIFFERENCES

## The TALKER

OPTIMISTIC, AFFECTIONATE, SPONTANEOUS, LOVES BEING WITH PEOPLE, CURIOUS, CHARMING, MOTIVATOR, ADAPTABLE, WARM, VISIONARY, AND INVITING, SALESMAN, INVITING THROUGH SMILES, FUN, CONNECTION AND PLAYFULNESS

### EMOTIONAL NEEDS:

Attention, acceptance, connection/approval, activity.

## The PEACEMAKER

SENSITIVE, FLEXIBLE, WARM, COMPASSIONATE, FRIENDLY, EASY GOING, PATIENT, TEAM PLAYER, LOYAL, KIND, LISTENER, RELIABLE, FAITHFUL, EASILY PLEASED, STEADY, MELLOW AND EVEN TEMPERED. INVITES THROUGH PERSONAL & LOYAL CONNECTION.

### EMOTIONAL NEEDS:

Feeling valued and noticed, sleep/downtime, peace, quality time.

TAKE THE PERSONALITY QUIZ!



## The THINKER

FOLLOWS THE RULES, LIST-MAKER, RULE-MAKER, PURSUES EXCELLENCE AND PERFECTION, ANALYTICAL, ARTISTIC, CAREFUL, CAUTIOUS, FOCUSED, SCHEDULED, LOYAL TO A FEW CLOSE FRIENDS, DEPENDABLE, INDEPENDENT, SELECTIVE, STRUCTURED, AND ORGANIZED. INVITES THROUGH ORGANIZATION, STRUCTURE AND LOYALTY.

### EMOTIONAL NEEDS:

Alone time, room to think, predictability, being or feeling understood, and sensitivity to their thoughts.

## The LEADER

COMPETITIVE, LEADER, TAKES CHARGE, DECISION-MAKER, DIRECT, ASSERTIVE, NOT AS CONCERNED ABOUT WHAT OTHER PEOPLE THINK OF THEM, PROBLEM-SOLVER, RISK-TAKER, ADVENTUROUS, FIXER, VISIONARY, BOLD, FEARLESS APPROACH, GOAL-ORIENTED, LOVES TO BE IN CONTROL AND IN CHARGE.

### EMOTIONAL NEEDS:

Accomplishment, sense of control and competence, and being noticed and admired for their work.