



<p>Characteristics of D <i>The Dominant Doer</i></p> <ul style="list-style-type: none">• Born leader• Compulsive need for change• Sees the whole picture• Won't hesitate to make a decision based on little information• Strong willed and decisive• Can run anything• Goal oriented• Organizes well• Delegates work• Thrives on opposition• Has little need for friends• Is usually right• Excels in emergencies	<p>Characteristics of I <i>The Social Person</i></p> <ul style="list-style-type: none">• Loves people, loves to talk.• Appealing personality• Talkative, storyteller• Life of the party• Like physical contact. Holding , kissing, patting.• Good on a stage• Wild eyed and innocent• Enthusiastic and expressive• Curious• Volunteer for jobs• Creative and colorful• Inspires and charms others• Makes friends easily• Seems exciting
<p>Characteristics of S <i>Avoids Conflict</i></p> <ul style="list-style-type: none">• All purpose person. Easiest to get along with.• Low key personality• Easy going• Calm, cool, collected• Patient, well balanced• Happily reconciled to life• Has administrative ability• The competent, steady worker• Mediates problems• Easy to get along with• Has many friends• Is a good listener	<p>Characteristics of C <i>The Detail Person</i></p> <ul style="list-style-type: none">• Hesitates to make decisions without enough information• The organizer• Serious and purposeful• Deep, thoughtful, analytical• Writers, artists, musicians• Highest percentage of geniuses are this type• Talented and creative• Like lists, charts, graphs, figures• Detail conscious• Orderly and organized• Neat and tidy• Perfectionist / high standards• Economical