



Persuader

A Persuader is a risk-taking, socially poised and motivating team builder.

NEEDS:

Independence

Opportunities to interact with others

Variety and change

Freedom from rigid structure

BEHAVIORS:

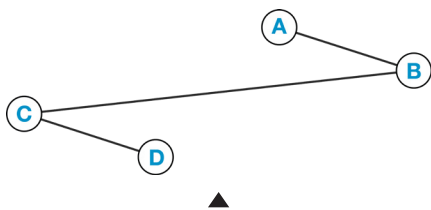
Self-confident

Persuasive, stimulating

Fast-paced

Informal

Average Behavioral Pattern



Signature work styles:

Communication

- Empathetic, persuasive selling style
- Gregarious and extraverted

Delegation

- Delegates authority and details

Decision making

- Confident decision-maker
- Works through people to solve problems

Action & risk

- Venturesome risk-taker
- Strong initiative

Strengths:

- Drives change and challenges status quo
- Motivating, stimulating communicator
- Proactive and results-oriented

Common traps:

- May appear talkative or superficial
- May provide limited follow up or attention to detail
- May appear too casual or uninhibited

How to work well with them:

- Interact with Persuaders; they like to work with and develop people.
- Give them variety; Persuaders want freedom from routine.
- Give them independence; they are ambitious and have strong initiative.