

INSTRUCTIONS

There are 4 generic professional personalities in each corner of the room - The Mentor, The Persuader, the Strategist, the Analyst - which one are you?

Go and stand near the professional personality that you feel most reflects you - you can stand between personalities if you feel you reflect more than one.

Repeat at the end of the session (if time) to see if anyone has changed their personal perspective.

The Mentor

+ **Strength**
Warm sociable people who are keenly in tune with other's feeling & perspectives. Customer focused with the ability to bring out the best of people.

+ **Weakness**
Well defined value systems can make them inflexible in some areas. Can be self-sacrificing and may not pay enough attention to their own needs.

The Persuader

+ **Strength**
They love action and always seem to be doing something. Clear-headed when dealing with emergencies. Enjoy lavishing loved ones with big gifts. good to have on your side, corporate suit.

+ **Weakness**
Get bored easily. Enjoys lavishing loved ones with big gifts.

The Strategist

+ **Strength**
Not threatened by conflict or criticism, Able to leave relationships which should be ended.

+ **Weakness**
May be insensitive at times, tendency to be unwilling or unable to accept blame.

The Analyst

+ **Strength**
Attention to detail, critical eye, looks for the evidence and data to support decisions.

+ **Weakness**
Reserved, takes a while to make decisions, can be indecisive.