

Personality Types

Description and possible problem areas

TASK FACTS LOGIC	ANALYTICAL	CONTROLLER
	Quiet Thorough Organised: good planner Technical knowledge Sticks to the facts <i>Slow</i> <i>Over-cautious</i> <i>Negative</i> <i>Gets bogged down in detail easily</i>	Decisive Clear thinking Tough Sees the big picture Looks to the future <i>Ruthless</i> <i>Puts task before people</i> <i>Ego can take over</i> <i>Gets impatient easily</i> <i>Rushed</i>
PEOPLE FEELINGS EMOTIONS	Amiable	ENTHUSIAST
	Caring Long-term thinker Observant of people Builds relationships <i>Doesn't speak up</i> <i>Gives in too easily</i> <i>Puts people before task</i> <i>Needs security</i> <i>Feels guilty, or sulks</i>	Outgoing – joins in Dynamic Expressive Inspirational <i>Not a good listener</i> <i>Disorganised</i> <i>Speaks before thinking</i> <i>Ego can take over</i> <i>Gets bored easily</i>

Quiet
Careful
Thoughtful
Take their time

Assertive
Quick
Decisive
Outspoken