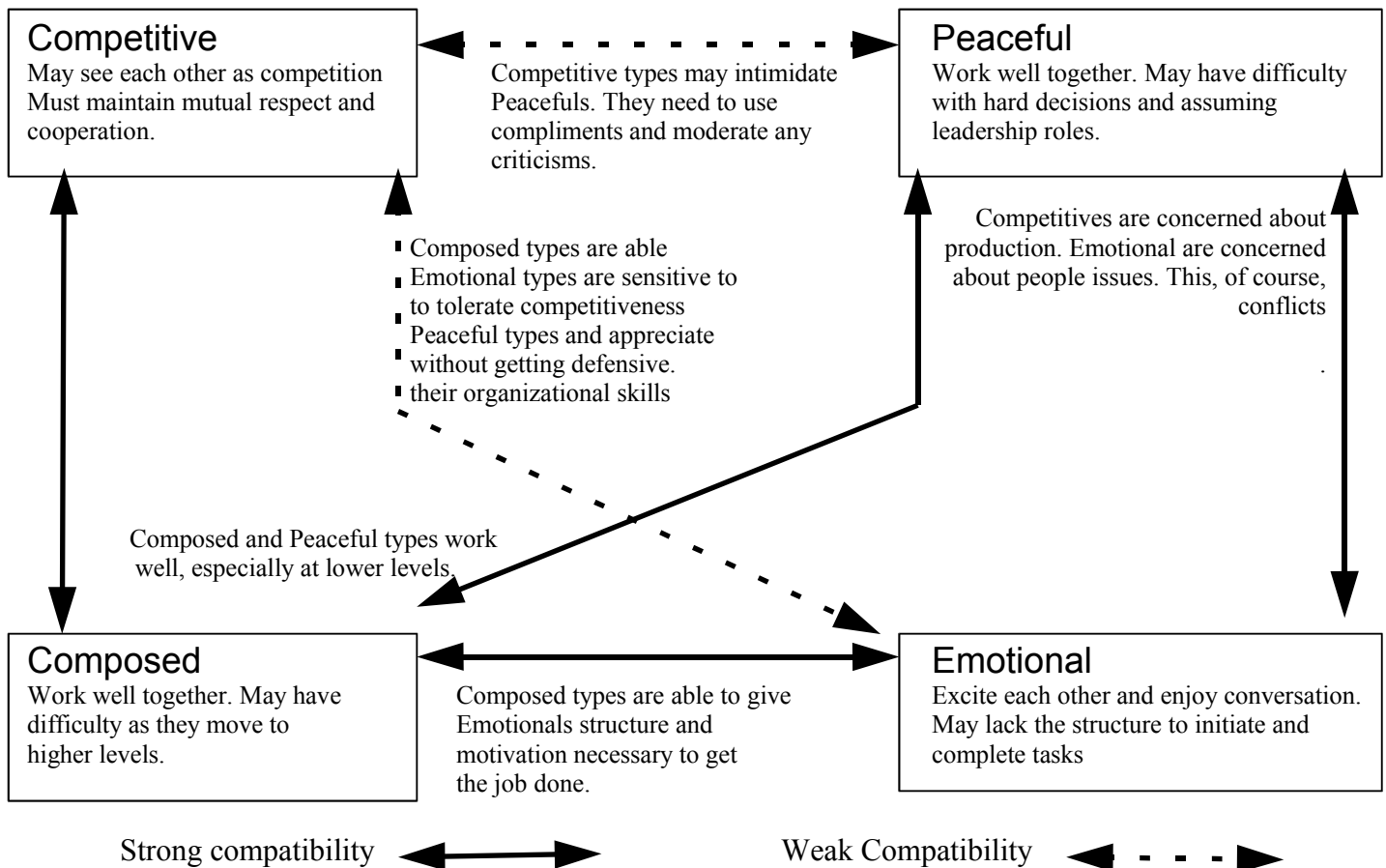


Presentation Check List (Work)

- ❑ GENERAL RELATIONSHIP STYLE - Page 1. This is the most general description of a person's relationship style.
- ❑ CORE PERSONALITY ELEMENTS - Beginning on page 2.
These are strongest trends in a person's interpretation. They are derived from combinations of strong interpersonal motives and styles. Example, a person high in Leading and Competing is "Commanding". A person high is Relying and Harmonizing is "Agreeable." People often have more than one Core Element.
- ❑ RELATIONSHIP DISRUPTERS - Usually begins at page 6. They are related to the "Core Personality Elements." **They are a powerful tool for reminding you of what can lead to "relationship" problems with others.**
- ❑ WORK STYLES and LEADERSHIP STYLES - Page 3 or 4. This is a profile of how and where a person's style usually fits in an organization. **This is useful for team building.** Refer to back page.
- ❑ WORK COMPATIBILITY - Beginning around page 9. This information is lengthy but gives you useful information about compatibility in general and for your style. Below is a summary of compatibility within and between the various behavior styles. Note, a person can be high in more than one area. This will make them more flexible.



STYLE	GENERAL WORK PROFILE	TYPICAL PROFESSIONS
LCAE	Leader oriented toward people. Most common CEO style, especially among women.	All levels of management.
LCAT	Most complex of the "LC" types.	Varied.
LCDE	Idea person, self-starter, expressive.	Entrepreneurs, managers, professionals, politicians.
LCDT	Leader oriented toward ideas, principled.	All levels of management, surgeons, architects, VP of manufacturing.
LHAE	Manager with good people skills and few work problems.	Sales, managers, human resources.
LHAT	Manager with perfectionist tendencies.	Varied.
LHDE	Mid-level manager with good people skills and often humorous.	Managers, "helping professions," nurse social workers.
LHDT	Backbone of work force, good supervisor of workers and deals well with aggressive superiors.	Supervisors in manufacturing.
RCAE	Good communicator and people person.	Sales, Human resources.
RCAT	Perfectionist. Doesn't like conflict.	Varied.
RCDE	Creative and artistic. Work well with subordinates.	Sales, managers.
RCDT	Complex and sometimes unpredictable, rarest of styles - 2%.	Too rare to characterize.
RHAE	People oriented professional.	Nurse, counselor.
RHAT	Technical, perfectionist, deals best with gentle, constructive criticism.	Technical and support staff.
RHDE	People oriented professional.	Nurse, social worker, psychologist.
RHDT	Pleases through job performance. Generally a hard worker. Sometimes need direction.	Technical and support staff.

Hierarchy of the Leadership Styles

