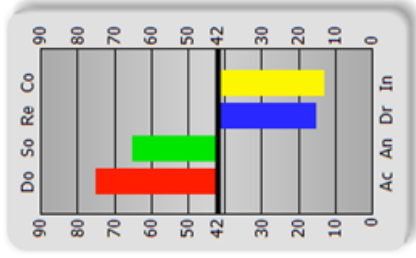


# Profile Types

## The Generalist

Do So Re Co

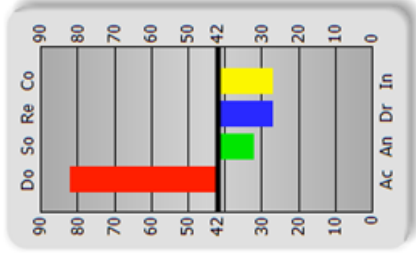


## The Generalist

- is competitive, ambitious and goal-orientated & tackles projects and situations
- is independent, persistent and decisive & wants to take charge and show initiative
- is restless, driving and energetic & has a strong sense of urgency to get things done quickly
- is friendly, sociable and outgoing & enjoys working with and selling ideas to people

## The Pioneer

Do So Re Co

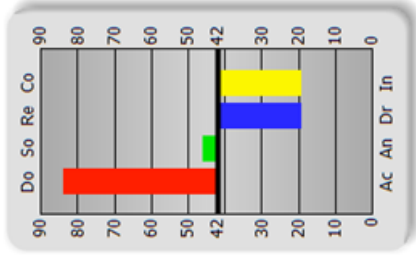


## The Pioneer

- wants responsibility for and authority over people & enjoys achieving goals in the face of obstacles
- is restless, driving and energetic & has a sense of urgency to get things done quickly
- is independent, persistent and decisive & wants to take charge and show initiative
- is logical, task orientated and analytical is likely to weigh the pros and cons

## The Manager

Do So Re Co

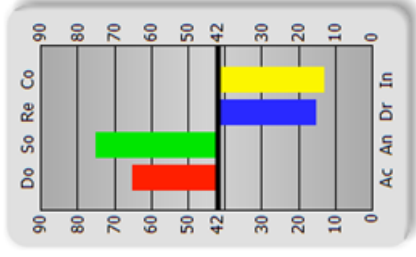


## The Manager

- is competitive, ambitious and goal-orientated & tackles projects and situations
- works well under pressure and enjoys meeting tight deadlines
- is independent and will follow through and keep at it until s/he gets results
- is friendly and sociable & likes people and enjoys working with them

## The Persuader

Do So Re Co

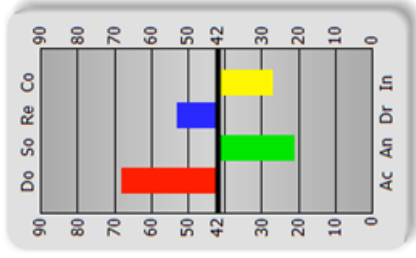


## The Persuader

- is a good communicator, optimistic, tending to see the positive side of things
- is independent, persistent and decisive & wants to take charge and show initiative
- is restless, driving and energetic & has a strong sense of urgency to get things done quickly
- wants responsibility for and authority over people

## The Administrator

Do So Re Co



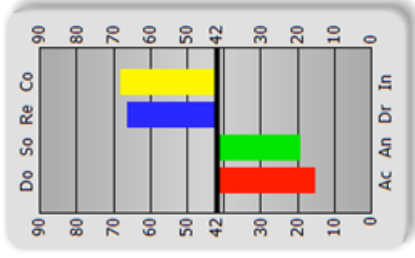
## The Administrator

- is very competitive, ambitious and goal-orientated & enjoys overcoming objections/resistance
- is logical, task orientated and analytical & makes decisions on facts, rather than on emotions
- is independent, persistent and decisive & wants to take charge and show initiative
- is good at and likes routine work & is predictable in performance

# Profile Types

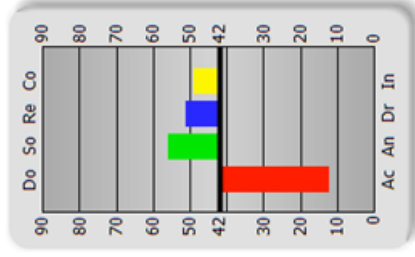
## The Specialist

Do So Re Co



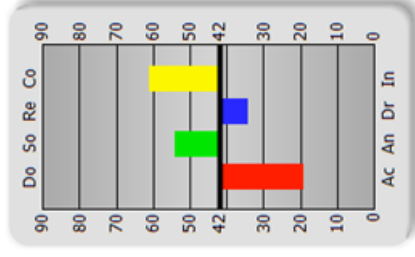
## The Co-Operator

Do So Re Co



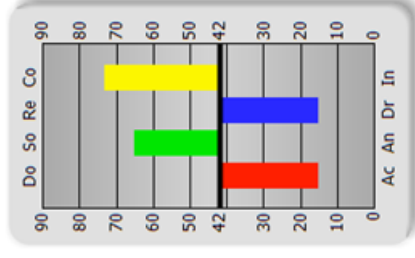
## The Urgent Co-Operator

Do So Re Co



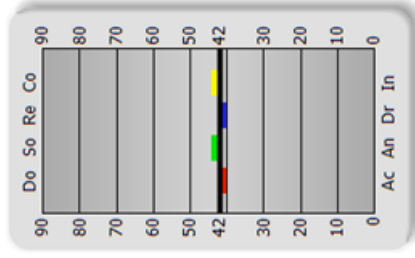
## The Enthusiast

Do So Re Co



## Balanced

Do So Re Co



## The Specialist

- is accepting, cautious and deliberate in approach & makes a point of avoiding friction with others
- is good with detail and takes his/her duties seriously
- is relaxed, patient, steady and reliable and likes routine work
- is logical, task orientated and analytical & will make decisions on facts rather than on emotions

## The Co-Operator

- is accepting, cautious and deliberate in approach and will be careful about making decisions
- is friendly, sociable, outgoing and enjoys working with people
- is relaxed, patient, steady and reliable and likes routine work
- is conscientious and co-operative & will likely follow company rules and directions well

## The Urgent Co-Operator

- makes a point of avoiding friction with others and will be careful about making decisions
- is conscientious and good with detail
- is friendly, sociable and outgoing and genuinely likes people
- is inclined to be restless and driving and has a sense of urgency to get things done quickly

## The Enthusiast

- is conscientious and co-operative & follows company rules and directions
- is very accepting, cautious and deliberate in approach & makes a point of avoiding friction with others
- is restless, driving and energetic & has a strong sense of urgency to get things done quickly
- is friendly, sociable, optimistic and tends to see the positive side of things

## Balanced

- can do many things well
- no great strengths but no great weaknesses either
- very adaptable & flexible
- can fit into most situations without difficulty