

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

▶ Watch a quick **video** on being a Persuader

## Self Awareness

Your motivating drives tell us that you tend to be:

### Moderately

Independent  
Assertive  
Self-confident

### May need some

Independence  
Control of own activities  
To be challenged

### Very

Outgoing  
People oriented  
Persuasive

### May need lots of

Opportunities to interact  
Social acceptance  
Opportunities to influence

### Very

Intense  
Restless  
Driving

### May need lots of

Variety  
Opportunities to work at a faster than average pace  
Mobility

### Moderately

Informal  
Tolerant of uncertainty  
Flexible

### May need some

Freedom from rigid structure  
Freedom of expression  
Opportunities to delegate details

## At Work

Your colleagues may perceive you as someone who is naturally:

### Quick to connect

Proactively connects quickly to others; open and sharing. Builds and leverages relationships to get work done.

Comfortably fluent and fast talk, in volume. Enthusiastically persuades and motivates others by considering their point of view and adjusting delivery.

### Proactive

Proactivity, assertiveness, and sense of urgency in driving to reach personal goals. Openly challenges the world.

Independent in putting forth their own ideas, which are often innovative and, if implemented, cause change. Resourcefully works through or around anything blocking completion of what they want to accomplish; aggressive when challenged.

## Your Journey Forward

To continue becoming more self-aware and drive your workplace behavior forward:



Request more insights and behavioral tools from your PI expert.

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Assessment Date:  
Behavioral ID: 624-6703-344