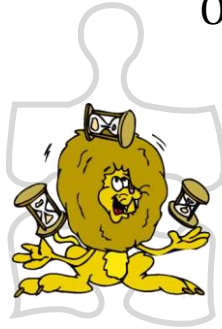


OUTGOING

Personal	Compatibility Tips	Work
Best	Be direct and to-the- point. Focus on results. Go soft on the details. I may become frustrated with endless questions. We are both strong willed. Be more open to my risk-taking. I talk to think. You think to talk.	Best
Good		Good
Fair		Fair
Poor		Poor



Lions in your Sphere of Influence



Otters in your Sphere of Influence

Personal	Compatibility Tips	Work
Best	Let me talk more. Laugh at my stories. Don't overwhelm me with facts. Show interest for my ideas. Let me give you my sales pitch. Don't cut out the social time. I don't sweat the small.	Best
Good		Good
Fair		Fair
Poor		Poor

Prevailing Question: Who?
Participation: Pro-Active
Emotional Motivator: Optimism
Greatest Fear: Rejection
Conflict response: Actively to negotiate

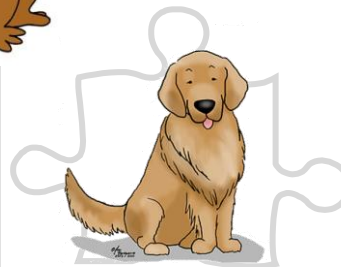
Sphere of Influence

Beaver

Personal	Compatibility Tips	Work
Best	We are two peas in a pod. I'll appreciate your preciseness. I too like to stand back and wait. Give me the pros and cons of an argument up front. Give me my space and independence.	Best
Good		Good
Fair		Fair
Poor		Poor



Beavers in your Sphere of Influence



Retrievers in your Sphere of Influence

Personal	Compatibility Tips	Work
Best	Be friendly, not so serious. Clarify what you want from me. Present things in a non-threatening way. I need constructive feedback. Don't be pushy and demanding. Give me time to adjust to changes.	Best
Good		Good
Fair		Fair
Poor		Poor

Prevailing Question: How?
Participation: Passive
Emotional Motivator: Non-Emotional
Greatest Fear: Loss of Security
Conflict response: Passively without emotion

RESERVED

T
A
S
K

O
R
I
E
N
T
E
D

P
E
O
P
L
E

O
R
I
E
N
T
E
D