

# OUTGOING

Personal	Compatibility Tips	Work
Best	We must have mutual respect to avoid conflict. Clarify boundaries of authority. We are movers and shakers. We can make things happen. We will be great counteracting obstacles if we aren't too competitive.	Best
Good		Good
Fair		Fair
Poor		Poor



Lions in your Sphere of Influence

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Otters in your Sphere of Influence

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Personal	Compatibility Tips	Work
Best	Listen to me. I like to talk. Help me transfer talk into actions. Recognize my accomplishments. Show me what you expect. Don't cut out all the social time. I'm not really keen on being told what to do.	Best
Good		Good
Fair		Fair
Poor		Poor

**Prevailing Question:** Who?  
**Participation:** Pro-Active  
**Emotional Motivator:** Optimism  
**Greatest Fear:** Rejection  
**Conflict response:** Pro-actively

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## Sphere of Influence

## Lion

Personal	Compatibility Tips	Work
Best	Provide facts to answer all my questions. Go slower. Don't be pushy. Give me time to think. Resolve my objections calmly. Don't surprise me with new information without giving me the pros and cons.	Best
Good		Good
Fair		Fair
Poor		Poor



Beavers in your Sphere of Influence

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Retrievers in your Sphere of Influence

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Personal	Compatibility Tips	Work
Best	Slow down. Your strong style can intimidate me. Give me time to understand what you are thinking. I adjust more slowly to change than you do. Let me know how things are going to be done.	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

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