



High quadrant: D

Stability ranking: 0.7871 (High = Stable).

Myers Briggs: ENTP

Emotions: Accepts aggression; downplays need for affection.

Goal: Control of their environment or audience.

Judges others by: Projection of personal strength, character, and social power.

Influences others by: Charm, direction, intimidation; use of rewards.

Value to the organization: Acts as a "people mover"; initiates, demands, compliments, disciplines.

Overuses: Attitude that "the ends justify the means".

Under Pressure: Becomes manipulative, quarrelsome or belligerent.

Fears: Weak behaviour; loss of social status.

Would increase effectiveness with more: Genuine sensitivity; willingness to help others succeed in their own personal development.

Commentary with a work bias:

Persons with the Inspirational Pattern consciously attempt to modify the thoughts and actions of others. They want to control their environment. They are astute at identifying and manipulating an individual's existing motives in order to direct that person's behaviour toward a predetermined end.

Inspirational persons are clear about the results they want, but they do not always immediately verbalize them. They introduce the results they want only after they have primed the other person, offering friendship to those who desire acceptance, authority to those who seek power, and security to those who want a predictable environment.

Inspirational persons can be charming in their interactions. They are persuasive when obtaining assistance for repetitive and time-consuming details. People often experience a conflicting sensation by feeling drawn to Inspirational people and yet being curiously distanced. Others may feel "used" by Inspirational persons' manipulation powers. While they sometimes inspire fear in others and override their decisions, Inspirational persons are generally well-liked by co-workers because they use their

*Assess
Overuse,
Under
Pressure
and
Fears
to pick
Pattern!*

*Secret
to
improve*

considerable verbal skills to persuade others whenever possible. Inspirational persons clearly prefer to accomplish goals through cooperation and persuasion, not domination.

Commentary when at their best as a person bias:

Inspirational persons think outside the box seemingly finding a way to obliterate the box entirely and make an elephant. Tend to come up with so many innovations and ideas at the drop of a hat. Thought patterns are sometimes non-conformist, sometimes inspirational, but always novel and exciting. With a bias to debate anything, no topic is too weird to debate or analyse and no boundaries are too impenetrable to get through. Tend to inspire bravery and creative thinking in others.