



High quadrant: I

Stability ranking: 0.4271 (Low = Unstable).

Myers Briggs: ENFJ

Emotions: Trusts others; is enthusiastic.

Goal: Authority and prestige; status symbols.

Judges others by: Ability to verbalize; flexibility.

Influences others by: Friendly, open manner; verbal adeptness.

Value to the organization: Sells and closes; delegates responsibility; is poised and confident.

Overuses: Enthusiasm; selling ability; optimism.

Under Pressure: Becomes indecisive and is easily persuaded; becomes organized to look good.

Fears: Fixed environment; complex relationships.

Would increase effectiveness with more: Challenging assignments; attention to task directed service and key details; objective data analysis.

Commentary with a work bias:

Persuaders work with people, striving to be friendly while pushing forward their own objectives. Outgoing and interested in people, Persuaders have the ability to gain the respect and confidence of various types of people. Persuaders can impress their thoughts on others, drawing people to them and retaining them as clients or friends. This ability is particularly helpful when Persuaders sell themselves or their ideas to win positions of authority.

The most favourable environment for Persuaders includes working with people, receiving challenging assignments and experiencing a variety of work activities that require mobility. They seek work assignments that will give them the opportunity to look good. As a result of their natural positive outlook, Persuaders may be too optimistic about a project's results and others' potential. Persuaders also tend to over-estimate their ability to change the behaviour of others.

While Persuaders desire freedom from routine and regimentation, they do need to receive analytical data on a systematic basis. Once alerted to the importance of the "little things," Persuaders can use the information to balance their enthusiasm with a realistic assessment of the situation.

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

*Secret
to
improve*

Commentary when at their best as a person bias:

Persuaders have empathy, enthusiasm, and genuine interest in others which makes them indispensable friends. Have a way of drawing out potential and seeing a future and possibility in someone's life that is inspiring and motivating. Tend to feel it when others are sad while cheering when others are happy. A Persuaders intensity, determination and emotional intelligence makes them 'never to be forgotten'.