



High quadrant: I

Stability ranking: 0.4372 (Low = Unstable).

Emotions: Is willing to accept others.

Goal: Approval, popularity.

Judges others by: Verbal skills.

Influences others by: Praise, opportunities, favours.

Value to the organization: Relieves tension; promotes projects and people, including him or herself.

Overuses: Praise, optimism.

Under Pressure: Becomes careless and sentimental; is disorganized.

Fears: Loss of social acceptance and self worth.

Would increase effectiveness with more: Control of time; objectivity; sense of urgency; emotional control; follow-through on promises, tasks.

Commentary: Promoters have an extensive network of contacts. They are usually gregarious and socially adept, and they develop friendships easily. They rarely antagonize others intentionally. Promoters seek favourable social environments where they can develop and maintain their contacts. Verbally skilled, they promote their own ideas and create enthusiasm for others' projects. With their wide range of contacts, Promoters have access to the people who can help them.

Since Promoters prefer to participate and interact with others in activities, they may be less interested in task accomplishment. They may continue to seek out any situation that involves meeting people and socializing, even though their job requires attention to more solitary activities. They thrive on meetings, committees, and conferences.

Usually optimistic, Promoters tend to overestimate the ability of others. They often leap to favourable conclusions without considering all the facts. Promoters will learn to be objective and emphasize results with coaching and direction. Time management may present challenges for Promoters. By setting a time limit on conversation and discussion, they can remind themselves of the urgency of "closing" and accomplishing the task.

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

*Secret
to
improve*

Commentary when at their best as a person bias: Promoters have an ability to generate ideas and motivate the people around them that is unsurpassed. Has enthusiasm and vision that makes others feel unstoppable and inspired. Promoters believe in dreams, big ideas and in things that other types might call impractical or far-fetched. Lets others know there is real hope to be found in other people's dreams. Promoters make others feel as if nothing is impossible. Promoters give compassion and empathy in darker times and they cannot be thanked enough.