

Self-Assured

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Asserting your opinions and rights, projecting confidence in your ideas and abilities, and taking charge of situations Dynamic Initiating action on your ideas, influencing people, and projecting a strong social presence

Outgoing Establishing and maintaining relationships and expressing your emotions and unfiltered thoughts to others

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Resolute Standing your ground in the face of opposition, speaking up about problems, and pushing through any resistance

Empathizing

Reaching out with compassion, seeking to understand people's emotional needs and struggles, and being supportive

Objective Separating facts from

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emotion and keeping the discussion focused on logic

> Composed Reflecting before acting, moderating your responses (even under stress), and exercising diplomacy

Receptive

Staying open to others' ideas and being willing to compromise or set aside your own needs and preferences



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