

Following is a description of the primary strength in your Forté Communication Style as indicated on page one. This strength has more influence than your other strengths and normally constitutes 45 to 55 percent of your communication and self-motivation preferences.

DOMINANCE + - The Control Trait

Characteristic of high dominance individuals is their hard-driving, to-the-point nature. They are big-picture oriented, risk-takers and outwardly secure.

Often William is not aware of how strongly he comes across to other people.

His primary concern is GETTING THINGS DONE and he can be pleasant and generous as long as he is getting results.

William prefers to give orders rather than take them and is most productive when on his own and not under close supervision. Typical of high dominance is the desire to solve complex problems and respond to a challenge.

LEADERSHIP STYLE: "AUTHORITATIVE" Manager who will accomplish leadership role by direct command. He is inner-directed with a lot of self-confidence in ability to get things done. He will tend to take on more and will be slow to delegate authority.

SENSITIVE AREAS: Too many external controls or incompetent, trivial interferences.

POTENTIAL REACTIONS: If he feels that he is being forced into a corner, he will come across as a steamroller or dictatorial to gain control of a situation.