

Executive Summary OVERALL TENDENCIES

- Are focused on what is practical and workable, creating results, what is immediately important, and getting things done.
- Can identify crucial issues which have immediate impact and turn your insights into practical advice.
- Will become too 'now' and results oriented leading to crisis problem solving, reactive thinking, and to a skeptical, impatient attitude toward the world in general and people in particular.
- Are likely to be an individualist challenging existing ideas and ways of doing things, potentially developing a 'chip on the shoulder' attitude when things do not work out.
- Will tend to put off or discount the need for planning and may overlook the consequences of decisions, potentially underestimating your responsibility relative to the impact of your decisions.
- Will be more comfortable in social/external situations where you can control the risk of your exposure.
- Are likely to become overly pragmatic and competitive, developing critical, impatient, advice giving, and skeptical attitudes toward others, especially when they do not get things done in a practical, effective manner.
- Will listen selectively, overlooking the personal concerns of others and the effect your response can have on them.
- Have a strong sense of commitment to personal goals and expectations such that success and fulfillment are rooted in achievement of your personal goals.
- Tend to live what you think you ought to be becoming susceptible to frustration and anxiety, to feelings of guilt and inadequacy when you do not measure up.
- Tend to blow up your imperfections and mistakes and become extremely sensitive to what others think or say about you.
- Tend to feel frustrated, anxious and dissatisfied because you believe that your current situation does not allow you to perform to potential or that you are not achieving your best.
- Commitment to personal goals and persistence can be an anchor in difficult times but can also lead to stubborn insistence that your way is right regardless of circumstances.