

BEHAVIORAL HIERARCHY

Definitions and Descriptions

IMPLEMENTOR: Task-focused individual who is precise about use of their time. Has a tendency to be temperamental and creative while at the same time making logical decisions. Can be cool and distant.

CONDUCTOR: Results-oriented individual who can be competitive and direct with others. Has a tendency to be confrontational and may exhibit a sense of urgency as well as anger in certain situations.

PERSUADER: Process-oriented individual who can be optimistic and independent. They have a tendency to be extroverted and direct while not being afraid to take risks. Additionally, they may be quick to change/fast acting.

PROMOTER: Individuals who have a tendency to have a high trust level and are not fearful of change. They prefer to talk rather than listen and project strength with verbal skills as well as self-confidence.

RELATER: People-oriented individual who has a tendency to be a team player, persistent as well as cooperative. They can be a good supporter and are sensitive to others' feelings. Can be imprecise about use of time.

SUPPORTER: Accommodating and persistent individual who is adaptable to their surrounding environment. They dislike confrontation and are able control their emotions. These individuals can be extremely steady and reliable and are good listeners.

COORDINATOR: Product-oriented individuals who are slow to change and logical. These individuals are self-disciplined and pessimistic as well as being introverted. They can be slow acting and only want to pursue low risk endeavors.

ANALYZER: These individuals have a tendency to be precise, accurate and be concerned about quality. They prefer to communicate non-verbally and are critical listeners. They also are extremely detail-oriented.