

# Personality Characteristics

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Attribute	Inventor	Performer	Producer	Judge
Transactional Move	Invent	Present	Fulfill	Complete
Relationship to Time	Long Term Future	The Present	The Immediate Future	The Past
Proficiency	Vision & Control	Mood & Intention	Alliance & Force	Confrontation & Authority
Currency	The Future	Influence	Deadlines	Evidence
Types of Speaking	Declaration	Promise	Request	Assess
Asset / Liability	Ego	Relationship	Being Included	Standards
Kudos	Being Acknowledged	Being Liked	Being Liked	Being Acknowledged
Appropriate Moods	Imaginative, Strategic, Optimistic	Sociable, Lithe, Gregarious	Determined, Austere, Rigorous	Skeptical, Critical, Confrontational
Moods Projected	Positive	Positive	Negative	Negative
Behavioral Orientation	Thought	Action	Action	Thought
Transactional Orientation	Creative	Creative	Protective	Protective
Contractual Orientation	On Time	Just In Time (Often Late)	On Time (Often Early)	Just In Time
Learn Best By	Thinking/ Reading	Talking/ Writing	Doing/ Listening	Listening/ Reading
Relationship to Possibility	Every Thing	Any Thing	Some Things	Nothing
Self vs Others	Self - Self	Others - Others	Others - Self	Self - Others
Say to Others	You Should / I Will	We Could / You Could	We Need To / I Have To	You Should Have / I'm Willing To If
Mood / Attitude in Breakdown	Brooding / Arrogance	Annoyance / Intolerance	Irritation / Belligerence	Resignation / Righteous
Assessment of Others	Equals / Idiots	Respectful / Buffoons	Loyal / Traitors	My Or Our Standards / Stupid
Misinterpret as Results	New Invention / Ideas	New Relationship	Repetition	Assessment
Dominant Need for Happiness	Certainty	Freedom	Consistency	Security