

Selling Style: Directive "Driver"

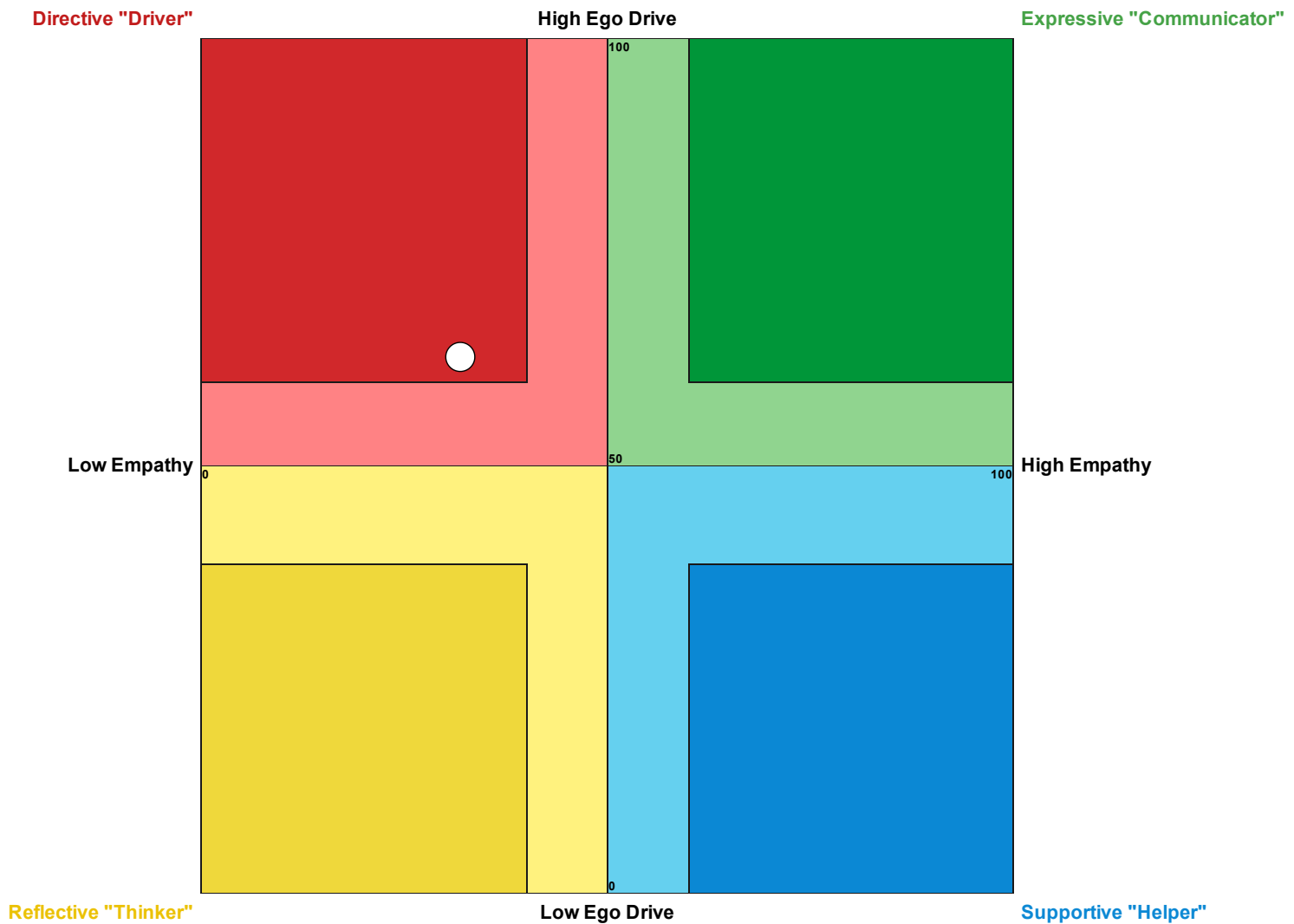
PROFILE FOR
 DATE
 SECTION

ARYA SAMPLE
 APRIL 7, 2021
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While sections two through six described different parts of your personality (*Work From Home and Motivation Style, Temperament, Ego Style, Social Style, and Primary Need*) sections seven through nine describe your overall personality. These four behavioral styles interact to determine your overall SalesBuilder Profile (*Reflective "Thinker," Directive "Driver," Expressive "Communicator," or Supportive "Helper"*).

Overview

1. *Note:* The closer you are to the corner of your 4-style quadrant, the more extreme these behaviors become, and the more difficult it is for you to adapt to the other styles. Your location on the 4-style grid (below) is calculated based upon your Empathy and your Ego Drive scores. *High* scores on both scales place you in the *Expressive "Communicator"* quadrant, while *Low* scores on both scales place you in the *Reflective "Thinker"* quadrant. A *High* score on Ego Drive combined with a *Low* score on Empathy places you in the *Directive "Driver"* quadrant, and a *Low* score on Ego Drive combined with a *High* score on Empathy places you in the *Supportive "Helper"* quadrant.



Important Notes

1. Individuals whose graph marker is located in the box section in the center of the graph are particularly adept at adapting to any of the four styles.