

FOUR TRAIT GROUPS

Interpersonal Traits

This trait group includes characteristics that influence an individual's interpersonal relationships and communications with peers, managers, subordinates, clients, family and friends. The traits in this group are Sociability, Recognition, Conscientiousness, Exhibition, Trust, and Nurturance.

Organizational Traits

The combination and interaction of scores in this trait group will determine how an individual will function in, and attempt to control the environment. The traits in this group are Alertness, Structure, Order, Flexibility, Creativity, and Responsibility.

Dedication Traits

The behaviors included in this group are fundamental to success and satisfaction regardless of the person's career or personal lifestyle. The traits in this group include Ambition, Endurance, Assertiveness, Boldness, Coachability, and Leadership.

Self-Control Traits

The Self-Control trait group will determine an individual's normal emotional state and ability to cope with stress. The traits in this group are: Self-Confidence, Composure, Tough-Mindedness, Autonomy, Contentment, and Control.

