

Behavioural Preferences – what do they reveal?

Where do you think you, your team, colleagues, clients, stakeholders are?

You on a good day: You on a bad day

Your Team on a good day: Your Team on a bad day

Your colleagues on a good day: Your colleagues on a bad day

What are the triggers for good or bad day?

How to flip bad day to good day? What flips good day into bad day?

You + your team on a good day	Behavioural preferences	Behavioural preferences	You + your team on a good day
	Competitive Demanding Determined Strong-willed Purposeful	Sociable Dynamic Demonstrative Enthusiastic Persuasive	
	Cautious Precise Deliberate Questioning Formal	Caring Encouraging Sharing Patient Relaxed	

You + your team on a bad day	Behavioural preferences	Behavioural preferences	You + your team on a bad day
	Aggressive Controlling Driving Overbearing Intolerant	Excitable Frantic Indiscreet Flamboyant Hasty	
	Stuffy Indecisive Suspicious Cold Reserved	Docile Bland Plodding Reliant Stubborn	