

EXPLANATION

Your behavioural style matches that of a **PIONEER**.

You are predominantly task-oriented and always looking for innovation and challenges. Results matter more to you than maintaining personal relationships. The more challenging the task, the more audacious the risks you take. Ambition is what motivates you. Emotions don't really come into it. You are innovative and independent. You would rather be your own boss without having to worry about the detail. You prefer to have others do the routine work. That way your capabilities are best utilised and you are able to achieve your goals without any issues. Should you run into any difficulties, you manage to work around them and ensure that things are getting done.

Resistance only encourages you to set the bar even higher. It enhances your achievements even further, even if you're not really looking for compliments. What you do look for is recognition and appreciation for your unique and personal achievements. You regard your position or status as a logical result of your qualities as a 'manager'. When you delegate you keep an eye on the quality of the work you've entrusted to others. You find it easy to call upon others to meet their responsibilities and you do so in a considered and thoughtful way. It is a game you play well. You are aware of the goals to be achieved at all times. From your perspective as an entrepreneur there are only possibilities and opportunities. Your talent is putting the right people together to create the optimum structure to support performance.

Be less frantic. People need time to get used to change!

We have created a map of your behavioural and communication style based on the questionnaire you completed – this PersonalMap

The names of the towns, rivers, mountains and seas are all relevant to your behavioural style. You have put yourself on the map – literally!

You'll find the following three areas in your PersonalMap:

- The Landscape of my Behaviour
- How others might perceive you
- My Challenges

Landscape of my Behaviour

This part of the PersonalMap shows your behavioural style. The names of the villages, towns, mountains, rivers and roads in this area relate specifically to you. These are key words, and their meaning is obvious.



How others perceive you

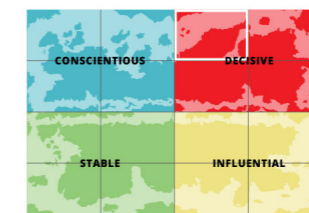
This part of the map shows how others might perceive your behaviour. You will recognise yourself in most of the keywords, but some may come as a surprise to you. It is possible that your behaviour is sometimes perceived differently by others to how you see yourself.

My Challenges

In this region the towns and villages are named after behaviour you sometimes exhibit, and that can work against you. It is not so much wrong behaviour, but 'ineffective' behaviour. The names of the blue-coloured towns in this region advise you how to deal with these 'pitfalls'.

This is useful, because if you're aware of your challenges you can act more efficiently!

Tips on how to read your map: find the towns you relate to most, and which areas you'd like to visit more often



PROJECTION: HERE AND NOW

0 1000 2000 3000 4000 5000 6000 7000 8000 9000 10000

SCALE: 1:1 (ONE TO ONE)

MAPSTELL

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