

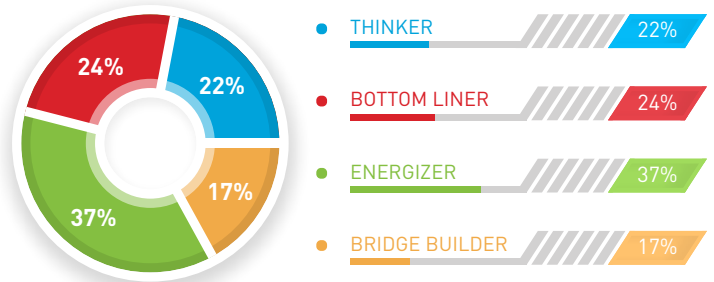
Eric Carter

Completed on Feb. 5, 2018

COMMUNICATION PROJECTION

Eric Carter is primarily a people-oriented Energizer. Others see him as a person who energizes, excites, and influences the decisions that are being made. He likely excels as a motivator. His secondary Bottom Liner style gives him the tenacity and the will to get things done. He will make it happen.

He is principally direct in his approach to other individuals and situations. He may be perceived as decisive and outspoken by those who normally conduct themselves in a more subtle manner. He is proactive and is seen by others as a "go-getter". His lesser Thinker and Bridge Builder styles require significant instigation before they become readily apparent to those around him.



DIRECT VS. SUBTLE

Individuals who prefer subtle communication tend to express themselves in a tactful or low-key manner. They are understated and non-confrontational in most interactions.

Individuals who prefer direct communication express themselves in a straight-forward and blunt manner. They are outspoken and often express their opinions with enthusiasm and determination.



With a tendency toward direct communication, Eric Carter will sometimes find it challenging to adapt to more subtle-oriented individuals, and it will frequently require a conscious effort on his part to do so effectively.

TASK VS. PERSONABLE

Task-oriented individuals tend to focus on goals and prefer matter-of-fact communication. They value order, process and action. They are inclined toward internal motivation.

Personable individuals prefer to focus on relationships. They are typically people-oriented and have a natural inclination to communication with others. They tend to be externally motivated.



While given a choice Eric Carter prefers to deal with individuals who share his natural personable orientation, he is quite capable of dealing with individuals from the opposite task side and finds it rather easy to adapt himself to these individuals.

CLASSIFICATION OF COMMUNICATION STYLES

THINKER

Thinkers are naturally analytical, they are not impulsive, and tend to think and act with some process in mind. They almost always take their tasks and responsibilities seriously. These individuals are detail oriented and organized. Other traits include dependability, practicality, and perseverance.



ENERGIZER

Energizers enjoy interacting with and motivating others. They are very creative, easily inspired, and are usually charming and convincing. These people can generally help others see things from a new perspective. They tend to be lively, witty people who get excited about things.



BOTTOM LINER

Bottom Liners focus on winning and being the best. They are natural risk takers, undeterred by conflict, and are assertive and decisive. They like to stand out, and will put forth significant effort to be seen as number one. When they focus on a specific goal, they will do whatever it takes to succeed.



BRIDGE BUILDER

Bridge Builders avoid conflict and value close relationships. These people find it easy to understand others' feelings and regularly go out of their way to show friends that they truly care. They are focused on the well-being of others and thrive on positive reinforcement.



COMMUNICATION TRAITS

E. Carter

BEHAVIOR FOCUS:	Imagination, conceptualizing, big picture thinking
VALUES:	Concepts, ideology, discovery
MOTIVATED BY:	Pioneering spirit, building and creating new things
COMFORTABLE WITH:	Creating, anything imaginative, other high-energy individuals
UNCOMFORTABLE WITH:	Bureaucracy, following the masses, things moving slowly
ORAL COMMUNICATION STYLE:	Energetic, disorganized, associative, dominant
WRITTEN COMMUNICATION STYLE:	Impulsive and concept-oriented
PREFERRED WORK ENVIRONMENT:	Demanding, fast-paced, competitive