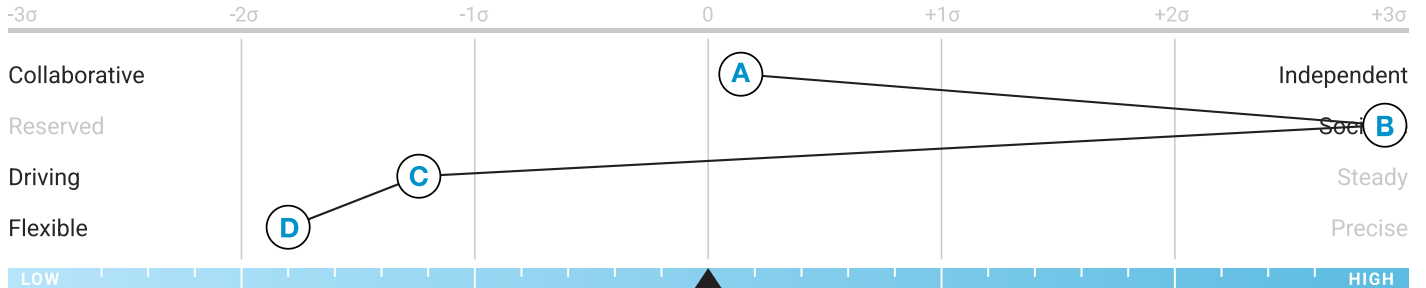




Glenn Biggar
Promoter

A Promoter is a casual, uninhibited, and persuasive extravert with a tendency for informality.

Behavioral



M: 12

<p>B Extraversion</p> <p>Sociable</p> <p><i>Is extremely...</i></p> <ul style="list-style-type: none"> Outgoing People oriented Persuasive <p><i>Needs lots of...</i></p> <ul style="list-style-type: none"> Opportunities to interact Social acceptance Opportunities to influence 	<p>D Formality</p> <p>Flexible</p> <p><i>Is very...</i></p> <ul style="list-style-type: none"> Informal Tolerant of uncertainty Flexible <p><i>Needs lots of...</i></p> <ul style="list-style-type: none"> Freedom from rigid structure Freedom of expression Opportunities to delegate details 	<p>C Patience</p> <p>Driving</p> <p><i>Is very...</i></p> <ul style="list-style-type: none"> Intense Restless Driving <p><i>Needs lots of...</i></p> <ul style="list-style-type: none"> Variety Opportunities to work at a faster than average pace Mobility 	<p>A Dominance</p> <p>Independent</p> <p><i>Is moderately...</i></p> <ul style="list-style-type: none"> Independent and Cooperative Assertive and Accepting of company policies Self-confident and Accommodating <p><i>Needs some...</i></p> <ul style="list-style-type: none"> Balance of: Independence and Encouragement Control of own activities and Reassurance To be challenged and Harmony
<p>B over D</p> <p>Informal</p> <ul style="list-style-type: none"> Extraverted Outgoing Uninhibited expression of friendliness 	<p>B over C</p> <p>Quick to connect</p> <ul style="list-style-type: none"> Fluent Fast-talking Lively 	<p>B over A</p> <p>People-oriented</p> <ul style="list-style-type: none"> Social orientation Enthusiastic Persuasive 	
<p>A over D</p> <p>Comfortable with risk</p> <ul style="list-style-type: none"> Can delegate details Light emphasis on doing things "by the book" Some emphasis on independence 	<p>A over C</p> <p>Proactive</p> <ul style="list-style-type: none"> Takes initiative Proactive Sense of urgency 	<p>C over D</p> <p>Casual with rules</p> <ul style="list-style-type: none"> Informal Uninhibited Freewheeling 	