



# YOU IN THE PILOT SEAT

**ELIZABETH MCCORMICK**



PilotSpeaker

**OUTGOING- 40%**

10%

30%

D

I

**TASK  
ORIENTED**  
35%

**PEOPLE  
ORIENTED**  
65%

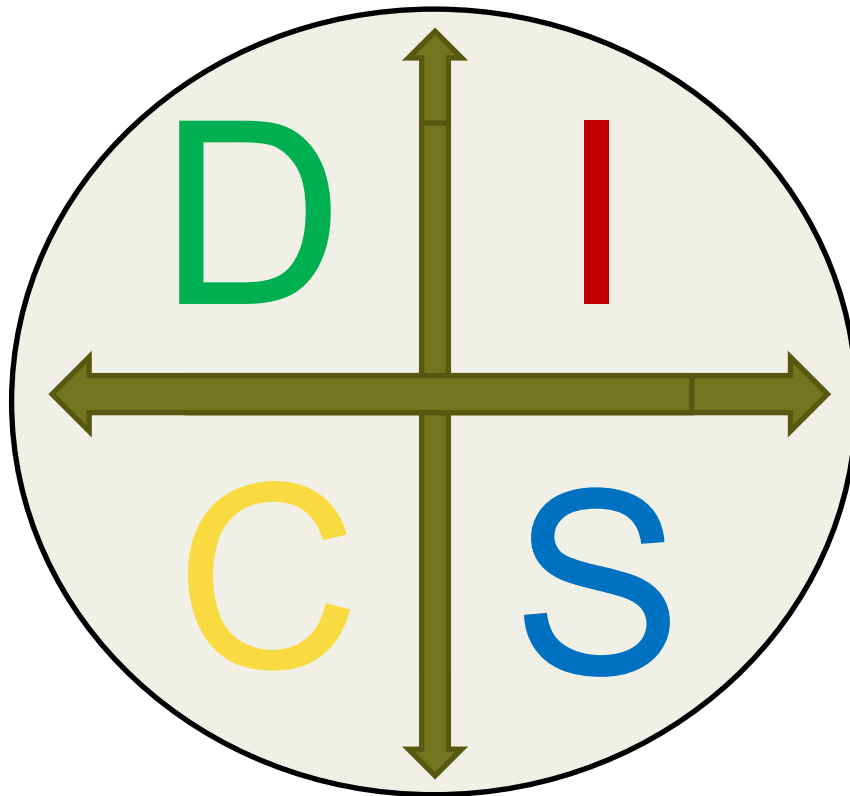
C

S

25%

**RESERVED- 60%**

35%



# **D** **RIVEN**

10%

**NEEDS: Choices, Challenges, Control**

**CAUTION: Defiant**

**Dominant**

**Decisive**

**Demanding**

**Doer**

**Direct**

**Director**

**Determined**

**Dreamer**

**Diligent**

**Dynamic**

# **INSPIRING**

**30%**

**NEEDS: Recognition, Approval, Popularity**

**CAUTION: Illogical**

**Influencing**

**Important**

**Inducing**

**Imaginative**

**Impressive**

**Impulsive**

**Interesting**

**Interested**

**Impressionable**

**in People**

# **S**UPPORTIVE 35%

**NEEDS:** Appreciation, Security, Insurance

**CAUTION:** Can be a Sucker

**Steady**

**Shy**

**Stable**

**Status Quo**

**Secure**

**Sentimental**

**Serve**

**Sameness**

**Sweet**

**Submissive**

# C

# AUTIOUS

# 25%

**NEEDS:** Quality Answer, Value, Excellence

**CAUTION:** Seen as cold

**Competent**

**Cognitive**

**Careful**

**Calculating**

**Critical Thinker**

**Compliance**

**Conscientious**

**Correct**

**Conformist**

**Consistent**



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