

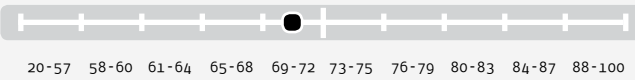
# professional user's chart

name: \_\_\_\_\_

date: \_\_\_\_\_

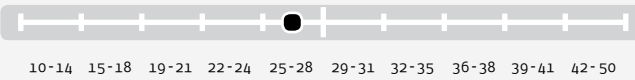
## areas of work

Less concerned about personal expertise and 'hands-on' involvement



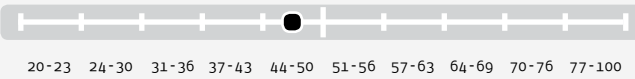
**ACHIEVEMENT:**  
Controlling own specialist area and advising others

Prefer to interact with colleagues and/or staff



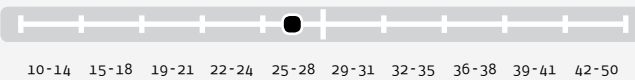
**Independence:**  
Working alone, finding own best way of doing things

Prefer to work without imposed structure



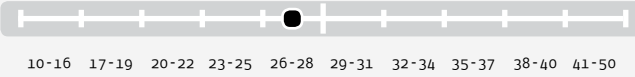
**STRUCTURE:**  
Having a framework within which to operate

Less inclined to get involved in team situations



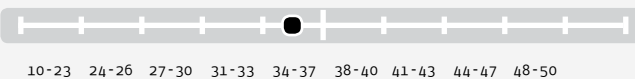
**Affiliation:**  
Being able to gain other people's views

Prefer to avoid high risk, unpredictable situations



**SYSTEMS POWER:**  
Getting involved in the broader activities of the business

Less attracted to line management responsibilities



**PEOPLE POWER:**  
Working through other people's expertise

Less concerned about personal impact

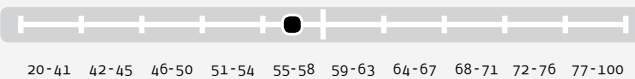


**Personal Power:**  
Having a position of authority and influence

## career striving

**GENERAL ORIENTATION:** Getting on with the job vs delving into other areas

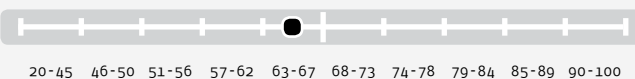
**Operational focus:**  
Achieve objectives quickly and efficiently, consolidators



**Personal focus:**  
Seek out new challenges, do the best job possible

**MEDIUM-TERM STRIVING:** Driving projects through to completion

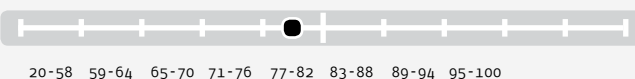
Cautious, keen to ensure that on the right track



Goal-focused, less likely to consider alternatives

**SHORT-TERM STRIVING:** Getting started on new tasks

Slow-starting, careful to consider nature of task



Confident, keen to 'have a go'