



Personality Types

Competitive

Wants accomplishment

Attitude: businesslike, power oriented

Use of time: Disciplined, fast paced

Question: What can your solution do for me?



Methodical

Wants accuracy

Attitude: businesslike, detail oriented

Use of time: Disciplined, slow paced

Question: How can your solution solve the problem?



Spontaneous

Wants acceptance

Attitude: personal, activity oriented

Use of time: Undisciplined, fast paced

Question: Why is your solution best to solve the problem?

Humanistic

Wants applause

Attitude: personal, relationship oriented

Use of time: Undisciplined, slow paced

Question: Who has used your solution to solve my problem?

