

DS - The Pragmatic Leader THE FOURTEEN ARCHETYPES

You are a D-S. Your management style is the Pragmatic Leader.

This style is not as common as others. While you are externally referenced and task oriented you can also be internally referenced and people oriented. *You know how to get things done yet you are realistic in your expectations.*

You pay as much attention to your *inner world*, as you do your *outer world*. You like to work one on one with others.

You may have developed a spiritual side, or love nature and the outdoors. You are self reliant and creative. *A part of you is ambitious and has the need to win. Another part of you is deliberate and steady.* You are willing to change if the change doesn't violate your core values. You will resist change for change's sake.

You communicate by providing solutions not opinions. Conversations are problems that just need to be solved.

To make decisions you focus on tasks and goals. While you can be forceful and decisive, you pull back sometimes to be more deliberate and steady. You may feel like you pushed too hard. It's a challenge for you to trust others to get things done in the way you would do them. Your standards are high.

Your greatest gift is you are effective and inclusive.

Your deepest wound is the conflict between your *needs and wants*. You may suddenly discover long dormant emotions. This is the part of your inner world that you strive to understand.

To be more productive ask better questions. Create more opportunities to work one on one with others. Find balance in all things. Get things out of your head in a system you can trust.

The challenge in working with your team is to show that you care as much about them, as you do about their accomplishments. Share your core values and beliefs. Look to align expectations and create common interests.

The keys to growth is to pay as much attention to your *inner world of beliefs* and values, as your outer world of goals and results. Continue to do things that connects you to yourself.

