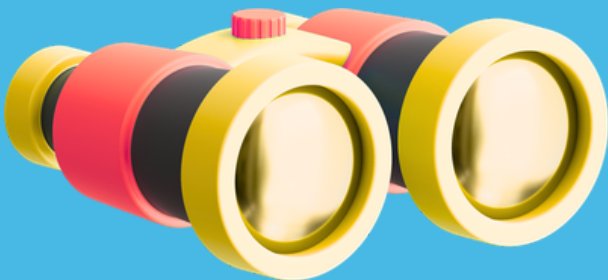


DECISION MAKING PERSONALITIES



DECISION MAKING PERSONALITIES

The Investigator

The Investigator is driven by information, evidence and understanding.



Strengths

- Thorough and thoughtful
- Strong problem-solving skills
- Excellent at analysing risks and opportunities
- Makes well-informed decisions

Challenges

- Can become stuck in research mode
- May struggle to make decisions quickly
- Can experience stress when certainty isn't possible

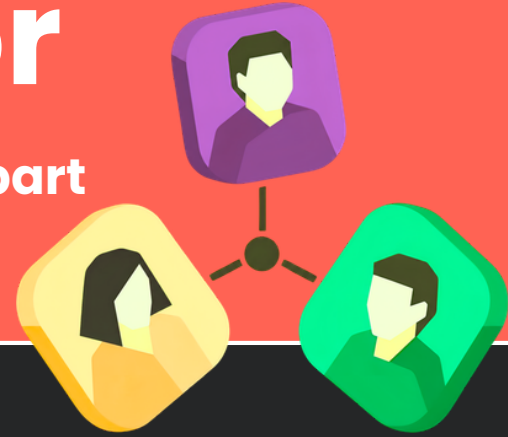
Growth Opportunity

Remember that perfect information rarely exists. Sometimes confidence comes from taking action, not gathering more data.

DECISION MAKING PERSONALITIES

The Connector

For the Connector, people are always part of the equation.



Strengths

- Compassionate and empathetic
- Excellent communicators
- Strong relationship builders
- Creates solutions people can support

Challenges

- May prioritise others' opinions over their own
- Can find conflict uncomfortable
- May second-guess themselves when opinions differ

Growth Opportunity

Listening to others is valuable, but your own voice deserves a seat at the table too.

DECISION MAKING PERSONALITIES

The Visionary

Visionaries see endless possibilities everywhere.



Strengths

- Innovative and imaginative
- Sees connections and patterns
- Strong big-picture thinker
- Comfortable exploring new possibilities

Challenges

- Can struggle to move from ideas to action
- May underestimate practical considerations
- Sometimes loses momentum during implementation

Growth Opportunity

A brilliant idea only creates change when it's acted upon. Pairing creativity with a clear plan can help bring your vision to life.

DECISION MAKING PERSONALITIES

The Driver

Drivers are action-oriented decision-makers.



Strengths

- **Makes decisions efficiently**
- **Strong leadership qualities**
- **Focused on progress and results**
- **Confident communicator**

Challenges

- **May overlook alternative perspectives**
- **Can become impatient with lengthy discussions**
- **May struggle when situations lack clear rules or direction**

Growth Opportunity

Slowing down occasionally to seek different viewpoints can strengthen an already decisive approach.