



The Thinking Doer

My primary E-Colors are Red over Green, which means my personality style is that of the Thinking Doer.

I tend to be independent in nature and good at getting things done efficiently. I have a logical, pragmatic view towards tasks and life in general. I'm decisive and determined to complete things that I start. I like to be in control of myself, other people and procedures.

I'm not sensitive to conflict and don't like resistance, especially if it can affect my goals and objectives. It's important for me to have measurable actions in place, and tangible results are my motivation. I like to make an impact.

As a Thinking Doer, I tend to:

- Like results and be goal-oriented
- Expect competency and efficiency from others
- Focus on tasks rather than people
- Be good at trouble shooting
- Like my personal space
- Accept change if relevant or necessary
- Thrive on challenges and opportunities
- Be impatient and can be perceived as tough or unapproachable

Coaching Opportunities:

WITH TASKS: I tend to take on more than the average person, as I like doing things. I therefore can take on more than my fair share and need to learn how to delegate more. I'm good at making quick decisions but would tend to get better results by being more inclusive in decision-making.

WITH PEOPLE: I can come across as pushy, domineering, impatient and unapproachable. I sometimes see people as "tools" to get the job done and need to be more aware of people's feelings, their points of view and what motivates them.

Personal Intervention Tips:

- Press PAUSE on making decisions single handedly and pushing to complete the task without considering other people's ideas and opinions.
- Press PLAY on being more collaborative and open with people and less guarded, as this increases levels of trust and communication.

Remember, as per your PDI results PIE Chart, you have all four E-Colors within you.

The Doer - The part of your personality that helps you take action and get things done.

The Thinker - The part of your personality that helps you plan and analyze information.

The Socializer - The part of your personality that helps you interact and engage with others.

The Relater - The part of your personality that helps you empathize with and support others.