

**Outgoing (Fast-Paced)**

**D**

Dominant  
Direct  
Determined  
Demanding  
Decisive

**I**

Influencing  
Inspirational  
Interactive  
Interested in People

Percentage: 10-15%  
Basic Priority: Power

Percentage: 25-30%  
Basic Priority: People

**Task-Oriented**

**People-Oriented**

**C**

Cautious  
Calculating  
Compliant  
Conscientious  
Contemplative

**S**

Steady  
Stable  
Supportive  
Status Quo  
Shy

Percentage: 20-25%  
Basic Priority: Procedure

Percentage: 20-35%  
Basic Priority: Predictability

**Reserved (Methodical)**