The Influence of Personal Characteristics

• Personality

• Culture and Environment
Circle of Influence

Culture

Environment

Personality

Beliefs

Customs

Education

Friends

Race

Community

Family

Social Group

Material Traits

Religious Groups

Values

Traditions
Personality

- **Extrovert** vs. **Introvert**
- **Sensing** vs. **iNtuition**
- **Thinking** vs. **Feeling**
- **Judging** vs. **Perceiving**
Guardian

- Supervisor (ESTJ)
- Inspector (ISTJ)
- Provider (ESFJ)
- Protector (ISFJ)
Artisan

- Promoter (ESTP)
- Crafter (ISTP)
- Performer (ESFP)
- Composer (ISFP)
Rational

- Field Marshal (ENTJ)
- Mastermind (INTJ)
- Inventor (ENTP)
- Architect (INTP)
Idealist

- Teacher (ENFJ)
- Counselor (INFJ)
- Champion (ENFP)
- Header (INFP)
My Personal History

FAMILY
- Only Child? Siblings
- Single Parent, Two Parents or Blended

COMMUNITY
- Rural or Urban?
- Small Town or Farm?
- Geographic Region?
- Age
- Diversity

FRIENDS
- Single Best Friend or Groups
- Male, Female or Mixed
- Play Activities – Team Sports or Quiet Games

EDUCATION
- High School and/or College
- Studies of Interest?
- Overall Experiences?
- Extra Curricular Activities
Personality vs. Behavior

Behavior = Genetics + Environment
(Personality)

In other words........
Understanding personality doesn’t mean you can predict behavior perfectly.

Environment Impact Responses!
Culture

- Customs
- Traditions
- Social Forms & Values
- Material Traits
- Racial Group
- Social Group
- Religious Group
The Choice To Be A Leader

Culture

Environment

Personality

Is Yours!
References


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