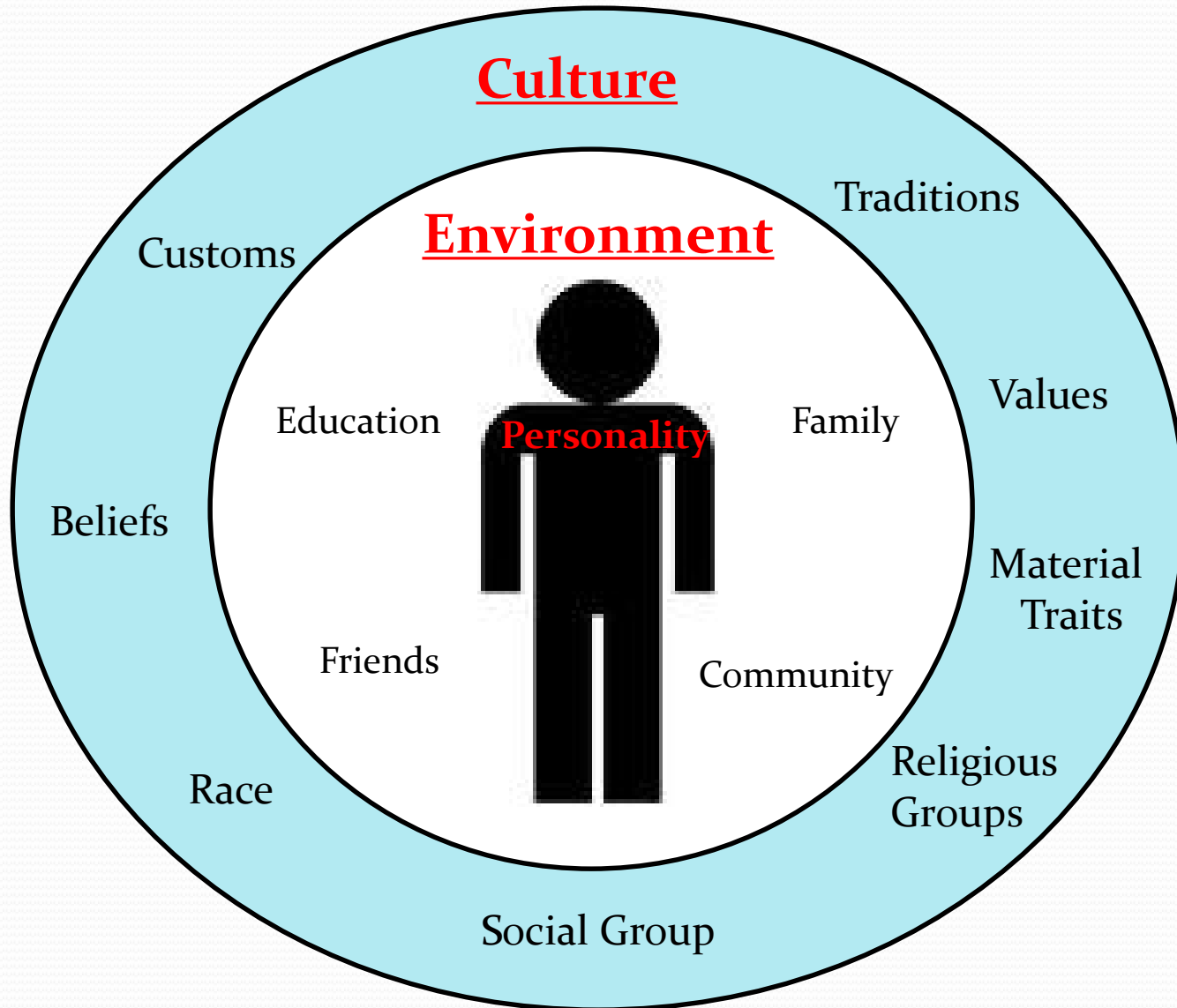




The Influence of Personal Characteristics

- Personality
- Culture and Environment

Circle of Influence



Personality

- **E**xtrovert vs. **I**ntrovert
- **S**ensing vs. **i**Ntuition
- **T**hinking vs. **F**eeling
- **J**udging vs. **P**erceiving

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.....

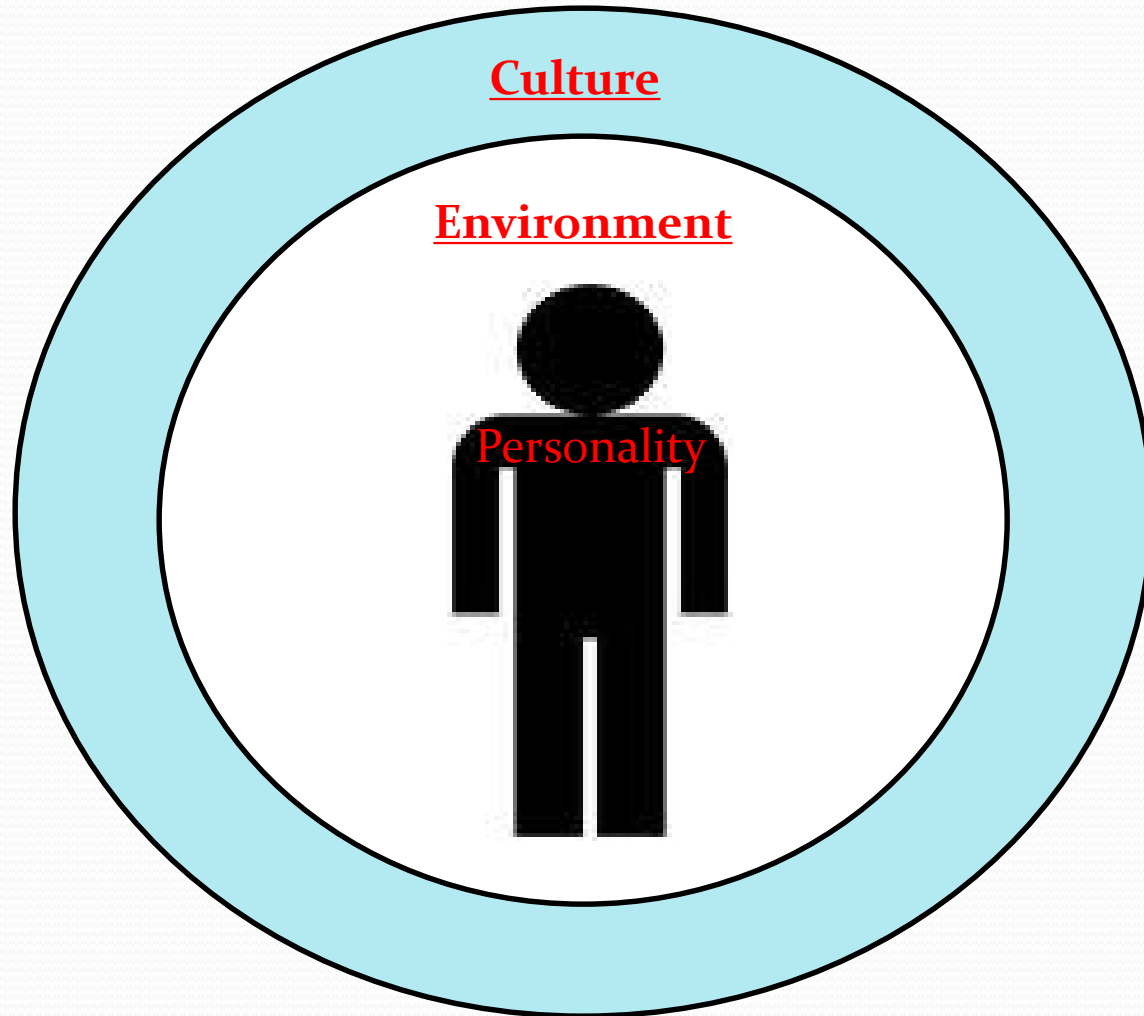
Understanding personality doesn't mean you can
predict behavior perfectly.

Environment Impact Responses!

Culture

- Customs
- Traditions
- Social Forms & Values
- Material Traits
- Racial Group
- Social Group
- Religious Group

The Choice To Be A Leader



Is Yours!

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