

General Characteristics

- He tries to influence others through a personal relationship and many times will perform services to develop this relationship.
- He likes to get results through others. He is at his best when he has people working with him.
- QuickScreen is gregarious and sociable. He will be seen as a good mixer both at work and in social settings.
- His goal is to have and make many friends. At work, he is good at maintaining friendly public relations.
- He wants to know what others think of him. He wants and tries to please.

Communication Tips

- Ask for his opinions/ideas regarding people.
- Provide solid, tangible, practical evidence.
- Provide a warm and friendly environment.
- Provide ideas for implementing action.

Communication Barriers

- Make statements about the quality of his work unless you can prove it.
- Be dictatorial.
- Provide special, personal incentives.
- Legislate or muffle--don't overcontrol the conversation.

Ideal Work Environment

- Assignments that can be followed through to completion.
- Prefers technical work, specializing in one area.
- Democratic supervisor with whom he can associate.
- Assignments with a high degree of people contacts.

Keys to Motivating

- No restrictions to hamper results.
- A forum to ventilate his emotions.
- A support system to do the detail work.
- No close supervision.
- Freedom from control and detail.

