

Rapid Assessment of RVAF

√	Assertive	Receptive	√
	Active	Steady	
	Confronts	Accepts	
	Decisive	Studied	
	Compete	Cooperate	
	Impatient	Relaxed	
	Challenge	Receptive	
	Direct	Indirect	
	Forceful	Thoughtful	
	Forthright	Reflective	
	Proactive	Reactive	

√	Introverted	Extroverted	√
	Formal	Laid back	
	Unmoved	Lively	
	Structured	Random	
	Private	Affiliative	
	Cautious	Trusting	
	Distant	Sociable	
	Formal	Informal	
	Rational	Intuitive	
	Reserved	Friendly	
	Organised	Casual	

10										
9										
8										
7										
6										
5										
4										
3										
2										
1										
	1	2	3	4	5	6	7	8	9	10

<p>High Power – Low Emotion The Bold Regulator</p> <ul style="list-style-type: none"> • Assertive and introverted by choice • Communication is logical and well structured. • Communication lacks emotive overtones. • Tangential conversation is not encouraged. • Strong need for control • Independent does not require consensus • Not drawn into the finer details of problems • Prefers a global perspective and delegates detail. • Not a natural team builder but can be an excellent leader. • Will tend to tell rather than sell • A person of action who is stable and resilient. 	<p>High Power – High Emotion The Expressive Visionary</p> <ul style="list-style-type: none"> • Assertive and responsive to new ideas • Likes to tackle new problems. • Seeks innovative and fresh solutions • Enthusiastic, extrovert and lively who promotes change. • Seeks recognition and praise and dislikes detail. • Tends to be co-operative but being an assertive extrovert can make this person domineering. • Focused upon innovation and idea creation • Too many ideas and initiatives sometimes create confusion. • Sometimes, pure visionaries have difficulty putting ideas into practice
<p>Low Power – Low Emotion The Technical Analyst</p> <ul style="list-style-type: none"> • Low on emotion and power • Tends to be introverted. • Competent and admires technical expertise • Relies on facts and figures • Does not seek opinions • Concentrates on data • Rational, structured and logical • Formal in relations with others • Private and cautious in dealings with others • Directive and focuses upon targets • Does not look at the whole picture • Concentrates upon detail • Co-operative and can work with others. Steady and stable 	<p>Low Power – High Emotion The Sympathetic Facilitator</p> <ul style="list-style-type: none"> • Receptive in communication. • Listens and involves others • Discusses proposals at length • Prefers the indirect route. • Steady, patient and risk averse • Prone to extroversion, sociability and approachable. • Intuitive, creative and a people person • Can be unstructured and does not dominate conversations. • Co-operative and easy to work with. • Tends to be process rather than task orientated. • Believes in maintaining harmony • Team focused