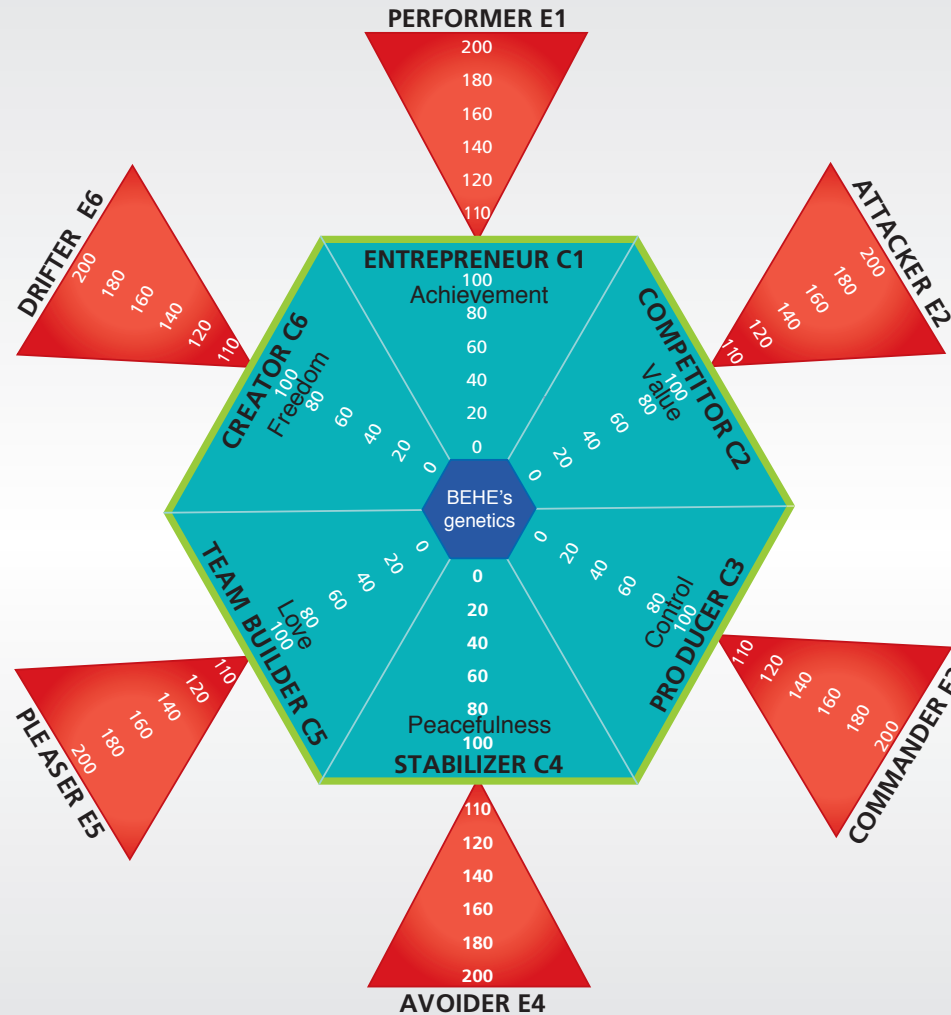


Develop Your Six Core Competencies

- CC1 The Entrepreneur**
 - Initiator
 - Developer
 - Seeks and finds opportunities
 - Seeks success and achievements
 - Positive can-do attitude
 - High goal setter
- CC2 The Competitor**
 - Assertive
 - Honest
 - Faces problems squarely
 - Rises to the challenge
 - Makes the tough decisions well
- CC3 The Producer**
 - Organized
 - Takes leadership
 - Does it now and gets it done
 - A finisher
 - Streamlines work
 - Maintains focus and priorities
 - Highly disciplined
- CC4 The Stabilizer**
 - Recovers quickly from mistakes
 - Has confidence
 - Cool under pressure
 - Calm
 - Balances priorities and time
 - Paces self
 - Careful
- CC5 The Team Builder**
 - Good listener
 - Giving
 - Supportive
 - Builds teamwork
 - Gives love and affection easily
 - Mixes easily with others
- CC6 The Creator**
 - Innovative
 - Flexible
 - Fun
 - Good sense of humor
 - Strategic thinker
 - Adapts easily to change

The Achiever Model

BY DR. GERALD D. BELL



The Achiever is a person who behaves with a high degree of the six Core Competencies and minimizes the six Extreme Personality Patterns.

Manage Around and Reduce Your Six Extreme Personality Patterns

- E1 The Performer**
 - Overly ambitious
 - Takes too many risks
 - Promises more than can deliver
 - Manipulates people for own success
 - Overextends self and others
- E2 The Attacker**
 - Too critical
 - Fault finding
 - Disrespectful
 - Too aggressive
 - Argumentative
 - Rude and abrupt
- E3 The Commander**
 - Domineering
 - Rigid
 - Controlling
 - Inflexible
 - Overly analytical
 - Micromanager
- E4 The Avoider**
 - Too cautious
 - Avoids risks
 - Does not take initiative
 - Is afraid to fail
 - Too detail-oriented
- E5 The Pleaser**
 - Too nice
 - Allows others to take advantage
 - Smooths over conflicts
 - Backs down from competition
 - Too agreeable
- E6 The Drifter**
 - Disorganized
 - Messy
 - Impulsive
 - Starts things and doesn't finish
 - Short attention span

