

# THE FIVE BEHAVIORS OF A COHESIVE TEAM™

## Dominance

**You will notice:** self confidence, directness, forcefulness, risk-taking

**Motivated by:** power and authority, competition, winning, success

**Fears:** loss of control, being taken advantage of, vulnerability

**Limitations:** lack of concern for others, impatience, insensitivity

Fast-paced  
Assertive  
Dynamic

## Influence

**You will notice:** charm, enthusiasm, sociability, optimism, talkativeness

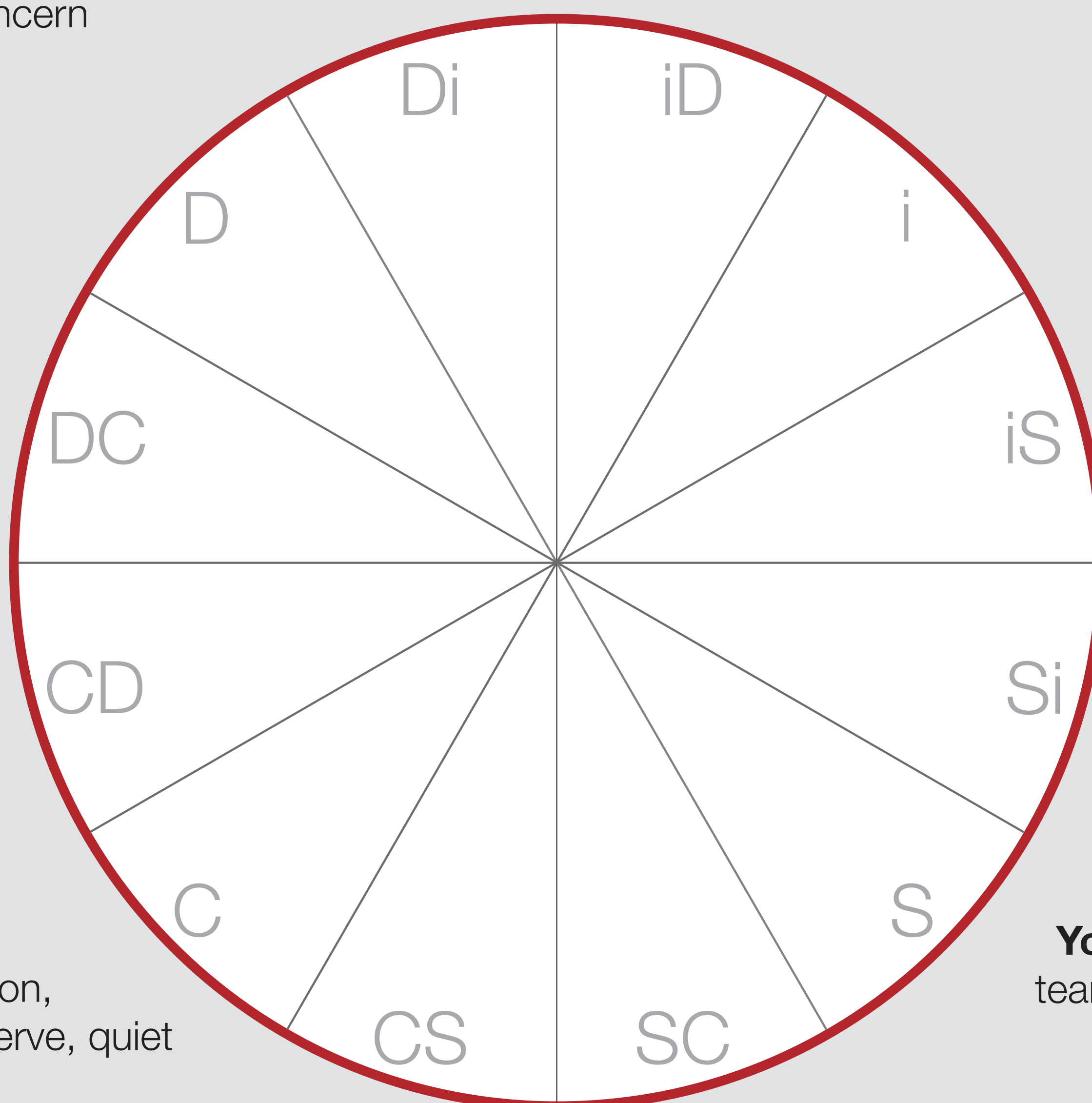
**Motivated by:** social recognition, group activities, friendly relationships

**Fears:** social rejection, disapproval, loss of influence, being ignored

**Limitations:** impulsiveness, disorganization, lack of follow-through

Questioning  
Logic-focused  
Challenging

Accepting  
People-focused  
Receptive



**You will notice:** precision, analysis, skepticism, reserve, quiet

**Motivated by:** opportunities to use expertise or gain knowledge, attention to quality

**Fears:** criticism, slipshod methods, being wrong

**Limitations:** overly critical, tendency to overanalyze, isolates self

## Conscientiousness

Moderate-paced  
Calm  
Methodical

**You will notice:** patience, team player, calm approach, good listener, humility

**Motivated by:** stable environments, sincere appreciation, cooperation, opportunities to help

**Fears:** loss of stability, change, loss of harmony, offending others

**Limitations:** overly accommodating, tendency to avoid change, indecisiveness

## Steadiness