## Connect with your preferences: Needs, Values, Talents, Behaviours



A A	Core needs	Values	Talents	Behaviours
	Freedom to act on impulse To make an impact	<ul><li>Stimulation &amp; excitement</li><li>Action</li><li>Variety</li><li>Cleverness</li></ul>	<ul> <li>Tactical</li> <li>Trouble shooting</li> <li>Adaptable</li> <li>Practical &amp; improvised problem solving</li> <li>Contextual thinking</li> </ul>	<ul> <li>Impact focused</li> <li>Cynical</li> <li>Risk taking</li> <li>Sensory awareness</li> <li>Impulsive</li> <li>Entertaining</li> <li>Restless</li> <li>Spontaneous</li> </ul>
	Meaning & significance Unique identity	<ul> <li>Ethics &amp; morality</li> <li>Unity</li> <li>Cooperation</li> <li>Meaningful work</li> </ul>	<ul><li>Advocate</li><li>Facilitate</li><li>Counsel</li><li>Diplomacy</li><li>Catalyst</li><li>Integrated thinking</li></ul>	<ul> <li>Relationship focused</li> <li>Talk in metaphors</li> <li>Inspiring</li> <li>Positive reinforcement</li> <li>Warm hearted</li> <li>Spiritual</li> <li>Create harmony</li> <li>Future possibilities</li> </ul>
	Mastery & self control Knowledge & competence	<ul><li>Concepts &amp; ideas</li><li>Logical consistency</li><li>Progress</li><li>Intelligence</li></ul>	<ul><li>Analysis</li><li>Strategy</li><li>Visionary</li><li>Designer</li><li>Objective</li><li>Differential thinking</li></ul>	<ul> <li>Sceptical</li> <li>Inventing</li> <li>Problem Solving</li> <li>Perfectionist</li> <li>Critiquing</li> <li>Logical</li> <li>Oblivious</li> <li>Theoretical</li> </ul>
	Membership & belonging Responsibility & duty	<ul> <li>Stability &amp; security</li> <li>Rules &amp; regulation</li> <li>Conformity</li> <li>Precise instruction</li> </ul>	<ul> <li>Rule enforcer</li> <li>Logistics</li> <li>Overseer</li> <li>Measurement</li> <li>Reliable</li> <li>Sequential thinking</li> </ul>	<ul> <li>Standardising</li> <li>Responsible</li> <li>Meticulous</li> <li>Dependable</li> <li>Structured</li> <li>Economical</li> <li>Stabilising influence</li> <li>Authority dependant</li> </ul>