

Performance Profile

E = Extrovert
I = Introvert

S = Practical
N = Intuitive

T = Thinker
F = Feeling

P = Perceptual
J = Judgemental

NT = Controller

SJ = Supporter

NF = Free-Spirit

SP = Player

<p>Free-Spirit Creative, emotional, vivid imagination</p> <p>Want: To be spontaneous, to be interested in what they are doing, to have fun.</p> <p>Need: A cause, a vision of what they want to create.</p>	<p>Controller Analytical, linear-minded</p> <p>Want: To be in charge, to practice in a step by step, methodical manner and measure the results</p> <p>Need: Data, information to feed analytical mind, to understand.</p>
<p>Player Competitive, intense</p> <p>Want: To be in the spotlight; they love the excitement of performing under pressure; they are eager to take risks</p> <p>Need: To practice under pressure and to learn to manage intensity.</p>	<p>Supporter Sensitive, practical</p> <p>Want: To feel good about what they are doing, harmony, to avoid upsets in life.</p> <p>Need: Feedback, a source of support that inspires them.</p>