

DOMINANT

STRENGTHS

- *Direct*
- *Determined*
- *Decisive*

WEAKNESSES

- *Abrasive*
- *Tough*
- *Blunt*

As a dominant leader, you are often described as direct, demanding, and decisive. While your natural go-getter attitude can rally people around your cause, your demanding, blunt style of communication can also create some distance between you and those who are less inclined to express themselves freely.

In this report, you'll uncover the impact your unique style has on the people around you.

While in some areas you naturally excel, in others you'll have to grow in order to effectively lead diverse teams. Many of the traits dominant communicators possess have both useful and challenging sides. In order to maximize your potential, you'll want to learn how to benefit from the most positive aspects of your leadership style while growing and adjusting in different areas of opportunity.

What does **DOMINANT LEADERSHIP** mean?

As a dominant leader, you rarely find yourself without some form of leadership position. Whether you hold a particular title or are the main influence over a large group of people, you're usually found expressing opinions, directing others, and setting the overall tone for a group, organization, or company. Being dominant means you enjoy taking charge in just about every situation. Standing out as a natural leader is often an inevitability.

Always willing to take charge, you aren't afraid to assert yourself. While some may find you somewhat intimidating, most personality types will naturally follow your lead. This makes your ability to transition to a new business, team, organization, or group quite a bit easier than it may be for others. Your natural influence speaks loud and clear - no one wonders why you're in charge! However, if you're not capable of balancing your blunt style by building lasting connections with your followers, your position of influence is often short lived.

Dominant leaders like yourself rarely avoid sharing their thoughts and opinions with others. If you know the answer, your hand is in the air! People who struggle with stepping forward to take the stage will benefit greatly when they join forces with you and experience the spotlight beside you. On the other hand, if the people around you do not have strong personalities, they can end up in your shadow. In order to positively impact your counterparts, take the time to help build their confidence and be sure to share the spotlight with them.

“Always willing to take charge, you aren't afraid to assert yourself.”

How does your **LEADERSHIP** style *impact others*?

A natural leader, you tend to speak in directive tones to the people around you. You make statements far more than you ask questions. You assert your opinions without being asked for them, and often speed past casual conversation to get straight to the point. On the one hand, many personality types thrive under this style of leadership. When the communication is cut and dry, everyone has a clear direction and knows exactly where they stand. On the other hand, your preference for unemotional language may be perceived as insensitive and impersonal, which may rub others the wrong way.

Your language can be forceful or terse and your aversion to small talk can be interpreted as cold or disinterested. Under a time crunch, you avoid wasting any unnecessary seconds—you may even pass by an employee or colleague without so much as a “hello” without even realizing it!

The people around you are often strengthened by your courage and your ability to take risks.

Dominant leaders like yourself usually have to prove you are a team player capable of connecting with the rest of the team. Your desire to put yourself and your ideas at the forefront allows you to seize opportunities that others wait too long to grab. The people around you are often strengthened by your courage and your ability to take risks.

While you drive your team to achieve results, try to be aware of your strong orientation towards accomplishing tasks rather than your ability to demonstrate friendliness and teamwork. Without growth, you can be perceived as tyrannical and unyielding.

With growth, you can easily turn success into lasting significance.

What kind of **COMMUNICATOR** are you?

Everything you do is on a high speed basis. Time is extremely important to you and you avoid wasting it at every opportunity. For this reason, you may prefer to communicate verbally before you are willing to use mediums like email and text messaging to get your point across. Often, you may respond to lengthy inquiries with only a few sentences before you feel compelled to pick up the phone and simply explain your thoughts (often expecting the other person to be taking notes)! Your desire to save time through person-to-person interactions allows you to build relationships with the people around you and is usually a jumping off point for forging deeper connections.

When frustrated or pressed for time, you may interrupt other speakers with the aim of getting directly to the point. If you're interacting with an individual who inserts a lot of detail into the conversation, you often display impatience and may eventually take over the conversation altogether. Others often conclude that you prefer to speak more than to listen, and this can create quite a challenge when faced with the need to build a team-driven atmosphere.

Receiving coaching and disciplinary feedback is difficult for everyone. Dominant leaders, however, have stronger reactions to such situations than most. When you're faced with stress or adversity, you may have a tendency to sometimes lash out, become defensive, and you can even become aggressive with those that seem to challenge you. Your body language may become more assertive and you may make strong statements while deflecting personal responsibility. Most folks you work with will be intimidated by your strong personality and wonder if you are angry with them. Using softer voice tones will help people become comfortable with your strong style.

DOMINANT COMMUNICATORS:

Communicates readily • Steady eye contact • Fast-moving body language

How does your **COMMUNICATION** style *impact* others?

With a full calendar and a pressure-filled schedule, dominant leaders like you usually seem distracted when they stop to engage in conversation. You may text, send emails, or even answer and make phone calls while your counterparts are speaking. You become noticeably agitated when a meeting or engagement takes longer than you'd planned.

By reminding yourself that good ideas come in all forms and fashion, you can begin to develop active listening and interpersonal skills that will allow you to overcome these obstacles. Techniques like setting down the phone while someone is speaking, allowing others to finish their thoughts before sharing your own, and avoiding looking at your watch can help you to demonstrate how much you value the opinions, ideas, and contributions of the people around you.

Learning to find balance in difficult moments can help you to take a step back from the situation long enough to uncover a new way to handle it. A good partner can coach the dominant leader through their style challenges and help them learn to choose a more constructive path. If the leader understands that overly aggressive behavior leads to the breakdown of the team, group, or organization they are leading, they can be persuaded to take steps to overcome their natural desire to fight fire with fire.

3 TIPS FOR BETTER LISTENING:



- 1. Give full attention to the person by putting away your phone.**
- 2. Allow others to finish their thoughts before you share yours.**
- 3. Avoid looking at your watch.**

CONCLUSION

With a “do it now” approach to every project, dominant leaders often have high expectations of the way others spend their time. While some personalities thrive under a deadline oriented atmosphere. Set realistic expectations with the leader to ensure that all parties understand the exact amount of time needed to accomplish a task.

Since many people need recognition and personal interaction with their leaders to feel appreciated and included, dominant leaders like you have to work hard to develop the needed skills to invest the necessary time and attention to the people around them. There are a variety of tactics you can use to build stronger, deeper, interpersonal connections. It’s harder to move forward when no one wants to follow you!

Start with a growth plan: With growth in the area of understanding different personality styles, you can easily turn success into lasting significance.