

How to Tell your Type: The View from the Inside

From the *9 Types of Leadership* - B. Chestnut

Type 1	Type 2	Type 3	Type 4	Type 5	Type 6	Type 7	Type 8	Type 9
Have an inner critic that operates most of the time	See work you do through lens of relationships	Want to do best job possible in most efficient way	See work you do through lens of internal experience	See work thru lens of info that needs to be mastered to get job done	See work through lens of what you might do wrong	Your mind focuses on the positive data or pos. elements of work	See work through lens of how you can get what you want done	See work through lens of what works best for the most people
Sensitive to Criticism	Believe you can make others like you	Focus like a laser beam on goals	Want meaningful connections	Enjoy being alone & need private time	Normally support the underdog	Happiest being happy-seek happiness	Desire truth and directness from others	Like harmony and dislike conflict
Think in terms of good & bad, right & wrong	Can sense feelings and needs of others	Good at reading an audience/room	Places a high value on being authentic	Skilled at objectivity and analysis	Hard time trusting people initially	Have bright, shiny object syndrome	Don't have to be leader, but easy to take charge	Try to avoid conflict by helping mediate disputes
Notice errors and want to correct them	Can relate well to a wide range of people	Chameleon - poster child for each group	Can be emotional, oversensitive & moody	Enjoy working independently	Happy being number 2	Reframe negatives to positives	Will rebel against authorities if want or need to	Emotionally even-keeled and steady
Follow the rules all or most of the time	High value on being considerate, empathetic and unselfish	Want to look successful to others - concerned with image	Easy to see what's missing in situations	Feel uncomfortable with small talk	Ask a lot questions to make sure things are done correctly	Easily fascinated by interesting people, ideas and events	People tell you that you intimidate them - this surprises you	More attuned to agendas of others than to own
Live life with shoulds and musts in mind	Motivated by pleasing, impressing or wanting to support others	Want to win and be the best	Want to be seen & understood for unique self	More comfortable with data & facts than people & emo.	Although work hard, may not feel comfortable with success	Good at winging it - you can 'fake it til you make it'	Fearless- unafraid to take bold action and act decisively	May work hard but don't like being center of attention
Place high value on being ethical, honest and reliable	Bothers you when someone doesn't like you	Identify with your work - think you are what you do	Can sometimes feel inadequate when you compare self with others.	Not very emotional; but when you are, want to be alone	Others see you as pessimistic, you see yourself as a realistic	Like many options; don't like to be limited.	Experience anger as energy flowing through your body & express it easily	Have trouble making decisions -see value of different options
Feels AMAZING when it is perfect	Hard to give candid (critical) feedback	High or over-achiever	Can bear witness to pain. Can struggle with envy	More likely to observe than to participate	Like good data to make reliable decisions	Rarely complain about work	Important to be powerful, strong and in control	Say yes, when want to say no; may not follow through