

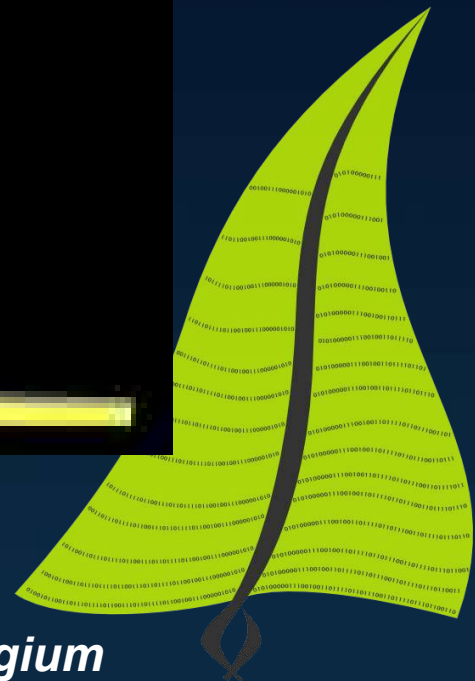
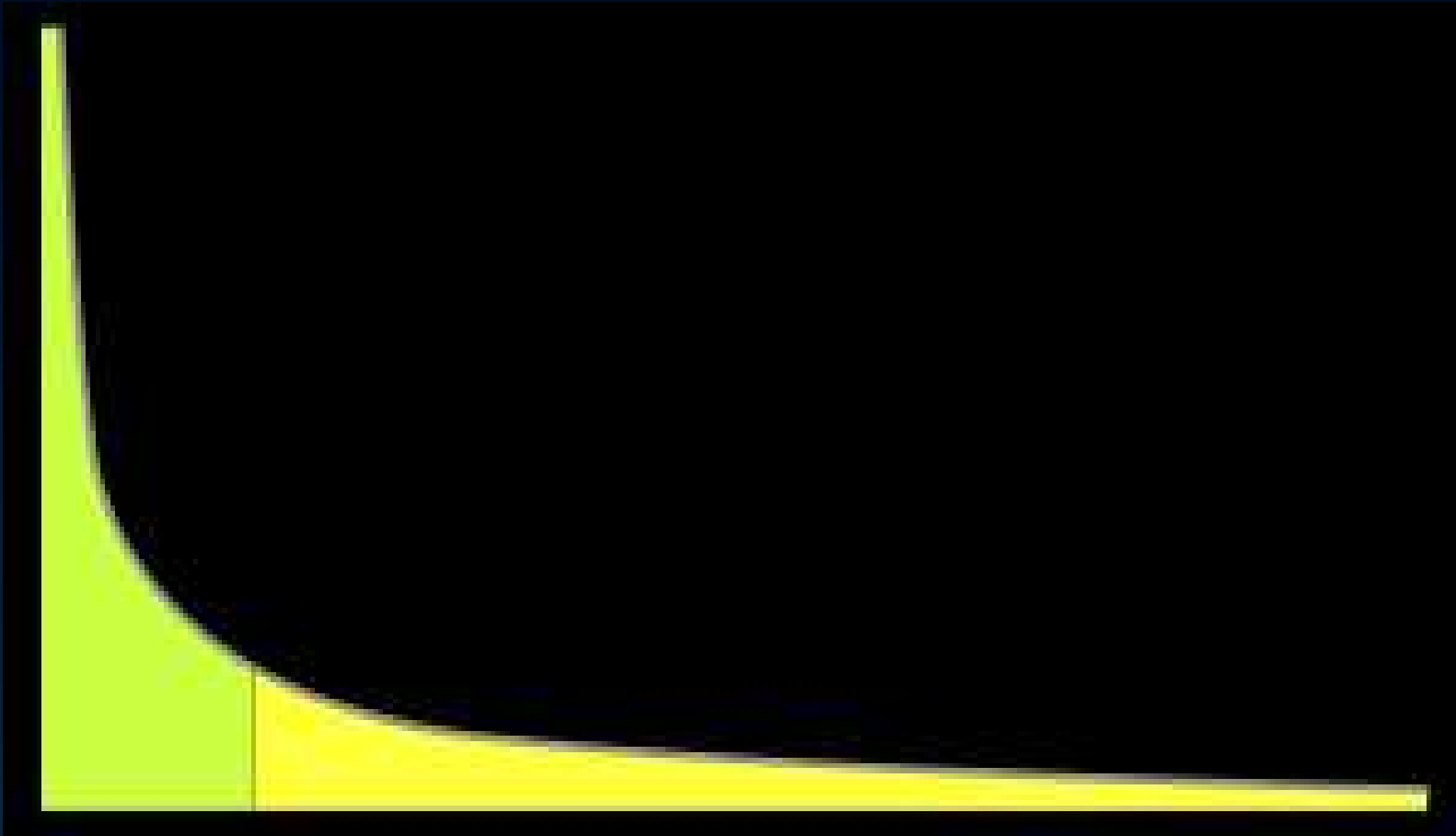


Inlead

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Power law



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Volunteer styles

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What is your style?



- **Are you more outgoing or reserved?**
- **Outgoing: directing or relating**
 - **Directing => Dominating**
 - **Relating => Influencing**
- **Reserved: accepting or judging?**
 - **Accepting => Steadiness**
 - **Judging => Conscientiousness**



Dominant



- **Immediate results**
- **causing action**
- **accepting challenges**
- **making quick decisions**
- **solve problem**

- ***get right to the bottom line***



Influencing



- **Verbal**
- **Enthusiastic**
- **Enjoy contacting**
- **Entertaining people**
- **Favourable impression**

- *great at convincing others, loves new projects, not interested in details*



Steady



- **Loyal**
- **Patient**
- **Good listeners**
- **Staying in one place**
- **Concentrating on the task**

- *needs to feel she can trust you, wants to make friends*



Conscientious



- **Standards**
- **Procedures**
- **Concentrating on details**
- **Controlled circumstances**

- *values solid background information on projects*





Motivation

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Types



- **Achievement**
- **Power**
- **Affiliation**
- **Recognition**
- **Altruism**

