

#ASK IMPACT?

Business Results. Professional Success.

THE POWER PERSONALITY

How do you work with a power personality? Here are some tips:

1

DO YOUR HOMEWORK AND BE READY WITH FACTS, DATA, AND CONCRETE EXAMPLES

Power personalities want to execute and they want results. What bothers them is not getting things done. Understanding this simple fact can sometimes allow you to be more analytic, rather than emotional, to better influence them.

2

DON'T BE AFRAID TO CHALLENGE THEM

Power personalities are typically competitive and like when others rise to the occasion. Because they are less emotional, they don't usually take things personally so likely won't get offended if you challenge.

4

HELP THEM DEVELOP THEIR EQ

A power personality can have an underdeveloped EQ. Discourage their bad behaviours and set some challenging goals on new, more collaborative behaviours. Most power personalities will rise to the challenge. They like to win.

3

DO NOT LOSE POWER YOURSELF

Power personalities are experts at making you feel powerless but only you have control over how you feel. Emitting confidence and power can be a great first step to becoming less of a target and eventually flourishing under the drive of a power personality.

Looking to take it to the
next level?

