People Preferences

As an executive with several years of work experience, you probably have worked in organizations with very different cultures and with individuals you have either liked or disliked.

When you are transitioning to a new opportunity, you might think you can probably figure out how to work with anyone. That may be true but if you want to be more successful in your career, you need to be clear about who motivates you and brings out the best in you.

Use this worksheet in the following two ways: (The boxes will expand as you enter text.)

* In the right column, describe the positive character traits that motivate you that you like in superiors or peers.
* In the left column, describe the negative characteristics you don’t like (based on your experience) that haven’t motivated you to do your best and then describe in the right column the positive characteristics that would be the reverse of those negative traits.

|  **Negative character traits I dislike** | **Positive character traits I like** |
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