

not
efficient
I do remember
correct term is 97, a
for years ago
nearly ten years ago
my apologies for also cancelling drive
last night but I believe we now
have been in for next
watch out.
to being you now

MALE MID 40's
CHAIRMAN – CEO
OF MULTI-NATIONAL COMPANY

GENERAL CHARACTERISTICS

An independent, quick thinking and creative man. One who is confident of both his status and his ability.

PERSONALITY STRUCTURE

This man has learned always to appear to be in total command of himself and any situation within which he finds himself. He is capable of ensuring that interpersonal relationships run smoothly for he carefully considers his actions and reactions before committing himself.

Whilst his upbringing was relatively formal - the ground rules were laid down very early in his most formative years and after that he was allowed to explore and develop his own morals and standards to a greater degree. Very quickly he learned to accept and adapt to change but only to an extent where he would never commit himself until he was satisfied that whatever was going on conformed to his standards and would live up to his expectations.

Over the years his need to be recognised, accepted as 'part of the gang' has diminished. He is now far more particular about personal relationships and therefore chooses his friends with care and not merely to be accepted at the centre of a group. Perhaps now he strives too hard for perfection, for he remains rather unfulfilled both personally and professionally. Many of the reasons for this may be his need to feel totally at one with his surroundings and his desire that his friends and companions should always live up to his own very high standards and expectations. These standards and expectations are not always as they appear, for he is a very good actor and has learned to hide his disquiet, discomfort and shyness for fear of being 'rumbled' and therefore being vulnerable both emotionally and personally.

There are periods in his life when he becomes very self-indulgent. At such times he is likely to disappoint not only others but also himself. Whilst he needs his independence and own space, a greater necessity is for him to know, without any shadow of doubt, that he has family or friends very close by to whom he can appeal for help, comfort and reassurance when things appear to get out of hand. He also needs to know that his family respect him and hold him in very high esteem. He is not so bothered about his public image, but despite appearances, sometimes to the contrary, the family respect and confidence in him are the most important factors in maintaining his confidence in self.

INTELLECT

A very bright, quick-thinking and well-organised brain. Everything that he has known or experienced is virtually card-indexed and compartmentalised and can be recalled with constant ease. Whilst his main interests are academic he is remarkably streetwise for someone who has so little respect for the mundane and everyday.

WORKING QUALITIES

This is a man with considerable ability to lead and direct. He is unafraid to address meetings or audiences, indicating the way forward or putting down markers for both colleagues and generally to those who are, or maybe affected.

He is careful not to give away all of his thinking, always holding something back in order that he may either cover his tracks, or leave the scene.

This man will accept change and adapt to change, but in his own time when he has satisfied himself that the results will meet his standards and his criteria. Whilst he will always try to be fair-minded and even-handed, there are boundaries that he will not contemplate going beyond. Therefore, if necessary, he will break off relationships abruptly, giving no reason, and hang people out to dry until their 'bones turn white'. There are no second chances.

Always looking ahead and for a way to progress both his career and the ideas and products of his organisation but, before he takes on any new concept, he will always do his homework well and will be most discriminating in his final choices.

Determination, together with his good management ability and practical organisational skills, indicate that there is very little that he cannot put in hand and achieve satisfactory results. He will pay considerable attention to detail and leave very little to chance whilst remaining ambitious for the overall success of a project and/or organisation.

Despite his carefulness and wish to be seen as a totally direct and honest person, he is a very astute and clever negotiator. Indeed, he would make an excellent 'poker' player for his face will never give him away.

INTERESTS

A creative and artistic man who uses these abilities in the main to achieve a calm, relaxed and pleasing atmosphere in which to live. An able writer and a great orator when inspired, therefore he could probably put the two together and find a very satisfying hobby. Lots of surplus mental, and to a lesser degree, physical energy - has an interest and takes part, on occasions, in a sport. Probably tennis, cricket and/or sailing.

Physical condition : there appears to be some health problems - however, having looked again at Jean's note to me, it could merely be a very blotchy biro. To be safe, I would recommend that he has a thorough medical examination to ascertain his current state of health.

Dominants

Independent
Confident
Clever & quick association of ideas
Self-control
Determination
Pays attention to detail
Management ability
Manipulative
Good practical organisation skills
Enterprising
Articulate
Imagination / intuition
Creative
Well co-ordinated

Counter dominants

Needs the respect and support of family
Tough
Adroit
Emotional
Stubborn
Nit-picky
Authoritarian
Manipulative
Slap-happy
Cunning
Silent
-
-
Lax

DETAILED INTERVIEW REFERENCE SHEET

Personal Presentation

Good

Well presented, modern, articulate, courteous and aware man.

Technical/academic ability

Above average

A man with a good all round knowledge and curiosity with regard to people; industry, commerce and science. Whilst he is capable and up-to-date in new practices and concepts, he prefers to paint with a broader brush. Nonetheless when push comes to shove he can sit down and do whatever is necessary expertly and with the utmost of care and attention to detail.

Practical ability

Sound

Can do whatever is necessary to get the job done and done to a very high standard. He prefers, however, to lay down the guidelines, set up the team and go off to start the beginnings of a new innovation, idea, client.

Commercial knowledge & ability

Good

A man with considerable entrepreneurial flair. He quickly grasps the profitability of new projects and/or concepts. Is a clever and yet careful negotiator, rarely, if ever, coming away from a situation or meeting without the goods.

Man Management

Sound

Because he enjoys watching and communicating with others – he usually manages people situations well - no matter how unexpected or difficult. He can efficiently, enthusiastically articulate his needs and expectations and seeks co-operation and excellence through encouragement and example rather than demand. Is generous and fair in his recognition of ability and commitment both personally and materially.

Corporate and/or client reporting

Above average

A lucid and clear reporter of facts and progress. Is generally upbeat and does not forecast gloom and doom until it cannot be avoided. His reasoning is sound and his criticism considered and well founded. Relays the requirements of both colleagues, clients and associates in a considered and positive manner.