

- WAS ASKED TO WRITE
I WOULD WRITE ABOUT THE
IN THE UK. ACTUALLY FORGET THE WEATHER
PEOPLE SOME ABOUT THE WEATHER ALL THE TIME
ABOUT IF I WRITE ABOUT MY FOL
THE FACT THAT WE ARE MOVING
NONE OF THEM HAVE

CEO OF MULTINATIONAL
MANAGEMENT CONSULTANCY & HEADHUNTERS
(BEING HEADHUNTED BY A RIVAL
ESTABLISHMENT)

General Characteristics

A very well presented writer who carries himself with considerable confidence. He is unafraid to 'take charge' of any group of people or situation - using a mixture of charm, logic and authority to ensure that he attains the best possible outcome for both himself and those concerned.

Personality structure

This writer was brought up to conform to the benchmarks and beliefs of both the immediate and extended family, friends and society within which they lived. The society appears to have been most conservative and demanded absolute compliance with the beliefs and behaviour deemed to be appropriate and acceptable within the community.

A bright, conscientious scholar - he was well liked and accepted by his teachers and his peers - some of whom encouraged him to question and investigate different cultures and interests allowing him develop very positive views and ideas of his own - without arousing too much opposition or interference from the more prosaic authorities. He continued to watch and listen carefully to all that was going on both within and without his community - carefully assimilating the facts and gradually building his own opinions and developing his own identity, without offending the sensibilities of his immediate family until he was certain in his own knowledge and belief that he wished to march to a different drum.

This period of learning and early adulthood gave him the opportunity to explore both his learned knowledge and to develop his own understanding and interests in society and people generally. He appears to have read a lot concentrating particularly, perhaps, on historical and geographical episodes and classical fiction. These led him to explore many avenues of both personal and professional interest - before deciding on where he felt his future lay.

Certainly he became determined to exchange his rather conformist life, for a more exciting and uncertain future - willing always to work hard and gain experience and knowledge in several areas of interest and outside of his immediate community. This did not always go down well with the immediate family - and he soon discovered that he had to stand firm in his self-belief and become reliant only upon his own ability and survival instincts. From being the compliant and dutiful child, the writer took on the mantle of a strong-willed and assertive individual, who was most energetic and capable of considerable control over both himself and those for whom he was responsible on a daily basis. A writer who is most anxious to stand by his principles and who may be, on occasions, rather self-centred and yet, at one and the same time, frustrated by his inability to be totally in control of every facet of his life.

A writer who relies very much on his instincts. He does not do anything by halves - in his personal life he will, in all probability, love to distraction or hate to the ends of the earth. Very few people will be given a 'second chance'. Different people and situations will affect his emotions in very different ways - he may become passionately involved with people and situations, acting impulsively and totally committing himself personally - alternatively he may instinctively recognise where conflict of interest and/or intent will be involved and refuse to admit them into his consciousness. Therefore this writer may appear to be totally and confidently positive in his outlook and thinking - achieving considerable fulfilment both for himself and for his immediate family and circle of close friends. Conversely, a loss of security or respect for either himself or someone close to him will leave him angry, deeply wounded and deflated. If these emotions/situations follow in quick succession he may find it most difficult to remain strong - and his confidence and determination may well turn into a mix of unrealistic opportunism and anxiety leading to inopportune procrastination and/or opinionated stubbornness. However, this writer will not allow himself to be sidelined or to lose confidence in his himself or his abilities for very long - his ability to bounce back is very strong.

A writer who has many friendly acquaintances, but few really close friends. The reason for this lies mainly in his upbringing - however, he is very loyal to those within his immediate family and group - and will be most supportive, if rather peremptory in his judgement of the various situations within which they find themselves from time to time. Certainly he will ensure the personal and material security of the family at all times. There will always be a tendency to 'talk at' rather than 'talk with' everyone, despite his careful concentration and ability to listen and understand their needs and expectations. In very personal relationships this writer is a romantic and struggles very much with how he feels he may appear to react to special occasions - although he really does enjoy playing the central and generally responsive role on both family and social occasions.

This is a writer with many interests, but little time to follow them through. He is an avid reader and a keen musician, albeit probably now from the 'armchair'. His considerable mental and physical energy are mainly utilised within his professional life - although he maintains some form of sporting activity as, perhaps, his 'sanity clause'!

Intellect

An intelligent, logical and constructive writer. He is most observant and aware, little ever escapes his notice. Articulate, he is a fluent and enthusiastic speaker but always maintains a degree of reserve and discipline - thereby maintaining control over both his subject and his audience. His quick, generally progressive, thought processes enable him to swiftly assimilate knowledge and utilise it in new, constructive and profitable situations/promotions. The writer has the ability to concentrate deeply over short periods of time and he has a sound memory with almost instant and precise recall.

Working qualities

A very determined, ambitious and constructive writer - intent on getting things done in the most efficient and positive manner possible.

Unafraid to take command of any situation, he will be convincing in his arguments and demanding in his expectations. He is strong willed to the point, at times, of being opinionated - but as he also has considerable charm and wit he can usually persuade even the most taciturn to listen and/or acquiesce to his demands.

A writer who has exceptionally good organisational ability and the drive and energy to carry both colleagues, associates and the project along speedily, but with most, if not every risk, eliminated. This is a writer who can perceive the 'bigger' picture - he is unafraid to consider and work toward developing new innovative projects - and does not consider defeat or failure.

The commercial and material value of a project is most important to this writer - indeed it could be considered to be his prime motivation. He understands the market and values his entrepreneurial instincts and abilities - using them most effectively, but at one and the same time, ensuring both the security of the organisation and himself.

Colleagues and associates will find him demanding, exciting and, at times, rather taciturn - but generally he will retain their respect and loyalty through example and commitment.

Detailed Assessment

Personal presentation :

A modern, well presented and confident writer - who is very conscious of the impact he has upon people he meets and immediately making a very lasting and positive impression upon both people and proceedings.

Professional abilities :

Always intent on achieving goals and maintaining control of every situation. He is most focussed, using his considerable presence and determination to encourage commitment and support for both the organisation and its reputation. His progressive outlook ensures that the confidence of both colleagues and clients in the ethos and veracity of the company remains constant.

Leadership skills

A demanding, confident and capable individual. He is unafraid to make decisions and issue directives encouraging, by sheer force of character, colleagues and associates to work together to achieve the successful meeting of both professional and personal goals.

Attitude to responsibility / corporate reporting :

Unafraid to take total responsibility for his own decisions and performance - acting directly, and with considerable force of character, to ensure that standards are met and goals achieved. When reporting to colleagues and/or the Board he will give a most structured and positive performance. Successes will be highlighted and any weaknesses will have been considered and solutions sought and/or found.

Team builder / player :

Whilst this writer is very much in control there is not always as much interaction between himself and his colleagues as would be expected. He is excellent at issuing directives and mapping out the game-plan - but tends to leave the actual management of 'day to day' issues to the various departments of expertise. However, he is acutely aware immediately a difficulty/problem appears on the horizon and expects its immediate resolution.

Motivating forces :

A long-standing need to be recognised as a capable, positive and successful individual - 'a man of substance'. He is intent on maintaining both his professional, material security and overall control of his future career plans and their effect upon his immediate family/personal life.

Crisis management :

Almost instantaneous assessment and practical measures will be taken to limit the damage done both internally and externally to the companies [his] reputation. He will oversee the investigation and delegate specific colleagues to deal with defining the underlying cause of the situation(s). Ultimately he expects those responsible for the crisis to be held to book - for he dislikes loose ends and needs to know that risk is eliminated wherever possible at source.

Interpersonal techniques :

Direct, forthright/outspoken, demanding - but generally fair-minded. There is a tendency to give directives rather than enter agreement by discussion. Dislikes his thinking being questioned - a tendency to insist he is always right! However, it must be remembered this is his 'survival' technique and not necessarily what he believes.

Communication skills

Direct, positive, enthusiastic and confident. He can arouse excitement and positive reactions from both colleagues and an audience by his apparent absolute confidence in both himself and his subject. Needs always to be 'centre stage' in order that everyone knows exactly the importance of his position. One to one communications are more measured, but he has the ability to engage an individual's attention and encourage their commitment by instinctively understanding where their concerns or weaknesses lie.

Listening ability :

This is a writer who misses absolutely nothing - he is always very aware and understands every nuance, listening intently to every word that is being said. Even when in one-to-one conversation, he appears always to be 'tuned in' to those of everyone around him.

Integrity :

Always very keen to ensure that the rules are always understood and seen to be followed. He sets standards and has very high ideals and expectations of others. He places much responsibility upon the shoulders of others.

Objectivity :

Not his strongest point. He needs to be in control and to be certain that his views, expectations and understanding are accepted and adhered to.

Intuition / creativity :

A writer who often survives by listening to his 'gut instincts', 'flying by the seat of his pants' and creating situations and inventing new concepts and ideas for the development of a project or the organisation as a whole. Outside of his professional life - his creativity is used in finding ways to enhance the day to day living of his family and close circle of friends - but he can sometimes confuse this 'creativity' with just putting in place his own likes and desires.

Physical & Mental condition :

An apparently very strong and resilient character - both mentally and physically. A man who fills his life so full of people and work that he can ignore the underlying feelings of dissatisfaction and lack of self-worth that at times undermine his confidence in both himself and what he does and is capable of doing. There is a tendency to try to find fulfilment and confidence through influencing the lives of others. Certainly his need for material and personal security is very firmly grounded in his efforts to forget and/or escape from past memories and events both personal and professional.

OVERALL ASSESSMENT / SPECIFIC STRENGTHS & WEAKNESSES

Strengths : Strong-willed and positive in his current outlook - determined to succeed and to be in control in every area of his life. Professionally he has considerable presence, drive, energy and capability. He is optimistic and entrepreneurial and always very aware of what is happening both within his profession and in the marketplace.

Weaknesses : He is perhaps too unrealistic in his ideals and goals - but will not allow himself to consciously take a back-seat or time out to reconsider his motivation, beliefs, or his actions. Finds it difficult to control his frustration, impatience and, at times, his anger. Is disquieted when having time to reflect upon who and what he is - as beneath the confident, sophisticated veneer, there is a deep and lingering doubt that he has fulfilled his potential and deserves the position and respect he now enjoys.