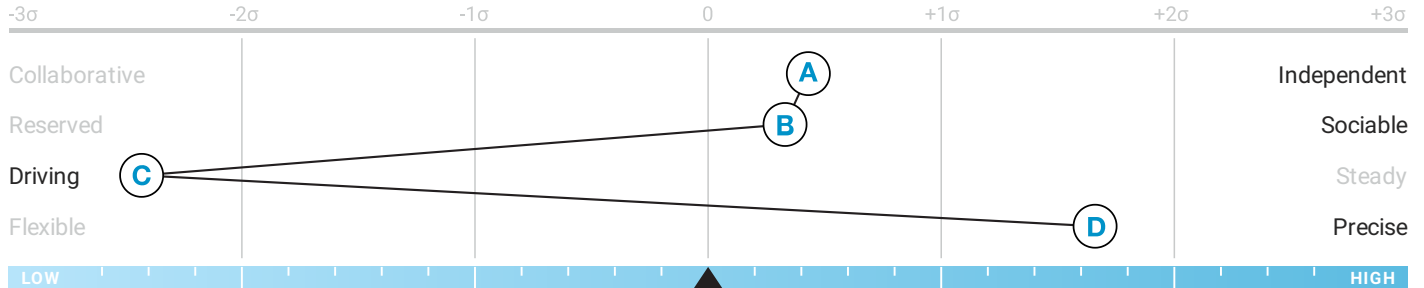




Ricky L. Potts, Jr.
Controller

A Controller is detail-oriented and conservative, with a preference for high quality and technical expertise.

Behavioral



M: 45

C Patience

Driving

Is extremely...

- Intense
- Restless
- Driving

Needs lots of...

- Variety
- Opportunities to work at a faster than average pace
- Mobility

D Formality

Precise

Is very...

- Serious
- Diligent
- Reserved

Needs lots of...

- Understanding of rules and regulations
- Specific knowledge of the job
- Freedom from risk of error

A Dominance

Independent

Is moderately...

- Independent
- Assertive
- Self-confident

Needs some...

- Independence
- Control of own activities
- To be challenged

B Extraversion

Sociable

Is moderately...

- Outgoing
- People oriented
- Persuasive

Needs some...

- Opportunities to interact
- Social acceptance
- Opportunities to influence

D over C

Careful with rules

- Conscientious
- Thorough
- Precise

A over C

Proactive

- Takes initiative
- Competitive
- Driven to get things done

B over C

Quick to connect

- Fluent
- Fast-talking
- Lively

D over B

Formal

- Formal
- Social
- Proper

D over A

Cautious with risk

- Rule follower
- Thorough
- Accurate

A = B

Task- or people-oriented

- Situationally task- or people-oriented