



Command®

THEME DESCRIPTION

Command leads you to take charge. Unlike some people, you feel no discomfort with imposing your views on others. On the contrary, once your opinion is formed, you need to share it with others. Once your goal is set, you feel restless until you have aligned others with you. You are not frightened by confrontation; rather, you know that confrontation is the first step toward resolution. Whereas others may avoid facing up to life's unpleasantness, you feel compelled to present the facts or the truth, no matter how unpleasant it may be. You need things to be clear between people and challenge them to be clear-eyed and honest. You push them to take risks. You may even intimidate them. And while some may resent this, labeling you opinionated, they often willingly hand you the reins. People are drawn toward those who take a stance and ask them to move in a certain direction. Therefore, people will be drawn to you. You have presence. You have Command.

POWER AND EDGE

People with strong Command bring decisiveness and emotional clarity. They have the ability to bring to light what is often avoided or unstated. This gives them the ability to resolve conflicts and misunderstandings.

COMMAND IN ACTION

Words that might describe a person with dominant Command talents:

decisive
clarifying
driven
persuasive
challenging
intimidating
assertive
controlling
opinionated
imposing
strong-willed
candid

ACTION ITEMS

- Seek roles in which you will be asked to persuade others. Consider whether selling would be a good career/role for you.
- You will always be ready to confront. Practice the words, tone and techniques that will turn your ability to confront into real persuasiveness.
- In your relationships, seize opportunities to speak plainly and directly about sensitive subjects. Your unwillingness to hide from the truth can become a source of strength and constancy for your colleagues and friends. Strive to become known as a candid person.
- Help your colleagues and friends make commitments. You can provide the spark that will inspire them to act.
- Find a cause you believe in and support it. You might discover yourself at your best when defending a cause in the face of resistance.
- Ask people for their opinions. Sometimes your candor will prove intimidating, causing others to tread very lightly for fear of your reaction. Watch for this. If necessary, explain that you are candid simply because it feels so uncomfortable to keep things bottled up, not because you want to frighten other people into silence.
- Partner with someone with a strong Woo or Empathy theme. Some obstacles do not need to be confronted; they can be circumvented. This person can help you to circumvent obstacles through relationships.