



Dealing with Authoritative Personality Types

An Authoritative Personality Type is characterized by someone who is:

- Confident
- Take Charge
- Direct
- Clear on their own opinion
- Clear about what they want
- Action oriented

However, authoritative personalities come in different flavors. Understanding these variations can help you better understand how to work with someone more effectively.

Authoritative & Creative – they come up with a million great ideas and will inspire others. They have an aversion to routine. You will not be very successful trying to get them to follow a process.

Authoritative & Relationship oriented – they are highly attuned to their relationships. They are able to lead teams through change because they know how to collaborate, getting others onboard with the change.

Authoritative and Standards oriented – they set high objectives for themselves and expect every step to be met with high quality. They are going to give you the specific details of how they want things done.

Authoritative and Quiet - they have ambitious goals, but work more independently. They will let their teams work more independently. They are more methodical, and will not spend a lot of energy rallying others to get on board with their ideas.

Think about the people you work with the most.

- Which of them has as authoritative personality type?
- Which flavor of authoritative personality do they have?
- How does it compare with your personality type?
- How can you understand them better to work with them more effectively?

Name:

Flavor:

Ideas for working with them more effectively:

Name:

Flavor:

Ideas for working with them more effectively:

Name:

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