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PRIMARY

NEGOTIATOR

(this is your dominant personality type)

SECONDARY

director

(you also show elements of this type)

You are made up of:

Builder 19%
Explorer 25%Director 27%
Negotiator 29%

about your personality

You have a broad overview of reality. You like to tackle large, complex issues and weigh all the variables involved. And you can be innovative and bold, generating new perspectives and providing imaginative solutions to ambiguous social, political, intellectual or technical problems.

You have fine tuned social skills, easily picking up the gestures, facial expressions and speech patterns of others and expressing yourself clearly and vividly. You are intuitive, too; you understand people, and genuinely sympathize with them. Because you are also flexible and cooperative, you are also good at working in teams.

Yet despite your poise in social situations, you often prefer solitude or informed and detailed conversations with just one individual or a few close friends. You try to avoid routine meetings and social engagements. You prize your independence.

You like to focus deeply and thoroughly on your interests. You can be exacting, tough-minded, analytical and strategic in your approach, too. You leave no stone unturned.

relating to others

You seek an authentic connection with just about everyone you meet, and you want to have in-depth discussions with friends and colleagues about ideas and feelings. You do not suffer fools gladly; "small talk" leaves you cold.

love and relationships

You are idealistic and romantic. You want to bond in a spiritual sense, communicate your innermost feelings and sustain an intense and meaningful relationship. You have a rich fantasy life. And, for you, sex must be mixed with romance and meaning. When you find true love, you focus your attention on your beloved. You give thoughtful gifts, are sensitive to your mate's feelings and communicate your emotions clearly. You are capable of unconditional love. You can be irreverent about traditional marriage, however. You feel your personal commitment is the true marriage vow. In fact, you may be inclined to write your own vows and create a non-traditional wedding ceremony. You unconsciously gravitate to those who are imaginative and playful with ideas. You also like those with an unruffled calm and decisiveness, those who are ambitious, and those who can focus on their goals-individuals who complement your restless soul-searching.

with **negotiator** as your primary type, you can be:

• Good at seeing the big picture	• Empathetic
• Imaginative	• Trusting
• Intuitive	• Introspective
• Skilled verbally	

with **director** as your secondary type, you can be:

• Decisive	• Competitive
• Focused	• Self disciplined
• Analytical	• Independent
• Logical	

Things **negotiators** need to be aware of:

1. Because you can see so many angles to an issue or decision, you can be indecisive.
2. You wrestle with the contradictory feelings of being too eager to please and being tough minded.
3. When you feel betrayed you can

be unforgiving and hold a grudge too long.

more about negotiator

Words NEGOTIATORS use (unconsciously) to describe themselves. All these words regularly come up in Negotiator's profile essays on Chemistry.com

more about director

Words DIRECTORS use (unconsciously) to describe themselves. All these words regularly come up in Director's profile essays on Chemistry.com

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