



## Builder

CORE VALUE

**Power**

Supported by

**Faith**

(Personal energy applied to make a positive difference)

(I know what to do now; I will know what to do next)

Contributions to Team

Action Results

Conflict Strategy

Intimidate

Learning Styles

Decide and Do

## Merchant

CORE VALUE

**Love**

Supported by

**Truth**

(The nurturing of core values in one's self and in others)

(The way things are)

Contributions to Team

Relationships Vision

Conflict Strategy

Manipulate

Learning Styles

Talk and Listen

## Banker

CORE VALUE

**Knowledge**

Supported by

**Justice**

(The how and why of things)

(Knowledge is available to all and used appropriately)

Contributions to Team

Conservation Information

Conflict Strategy

Aloof Judgment

Learning Styles

Read and Analyze

## Innovator

CORE VALUE

**Wisdom**

Supported by

**Compassion**

(To see the way things are and know what to do about it)

(To remain inquisitive and observant, seeing and understanding)

Contributions to Team

Assessment Solutions

Conflict Strategy

Interrogate

Learning Styles

Assess and Solve