



## **THE PROFESSIONAL**

*"The greater danger for most of us lies not in setting our aim too high and falling short; but in setting our aim too low, and achieving our mark."*

*Michelangelo*

### **Yearning**

You have a yearning for constant, measurable achievement that will distinguish you from the average. This achievement must be earned, measured and recognised on a daily basis.

### **Usual characteristic behaviors**

You are a specific goal and reward driven person. You seek new challenges (places in which you can test yourself) regularly, albeit in the work space or in your private life. You believe in earning your way to the top through hard work. You prefer to have your achievements recognised by someone else who has achieved in your field. You may tend to be a professional ladder climber and career builder. You seek to differentiate yourself from the ordinary or average. Title will be important for you and will represent what you have earned and achieved.

### **Area of natural talent**

***You bring to the world the gift of hard work and quality outcomes.***

You have a natural ability to work hard and to push through intimidating obstacles. You believe that authentic achievement is not possible without hard work and testing yourself.

### **What could frustrate you**

Working with people who appear lazy and have no drive or appetite for continuous success / You refuse to compromise the quality of your output so working in environments where things are "good enough" will frustrate you / Not being given an accolade or reward you believe you have worked for / Being just like everyone else.

### **How you are likely to build trust**

You are an independent person who prefers to do things yourself. In this way you tend to be transactional in your relationships. You naturally gravitate towards others who are hard working and ambitious and have achieved something themselves. Actions speak louder than words, so you will need to know what they have achieved in their lives if you are to trust them.

### **How others can perceive you**

Other people may perceive you as an elitist because you are comfortable with setting yourself apart from other people. They may also see you as arrogant.

### **Possible destructive tendencies**

You have an absolute fear of failure which leads to over compensation and protective behaviour. After experiencing failure you can struggle to start again. You may judge and therefore exclude others who do not work as hard as you or use a less hard working approach. You have a strong tendency to become a work-a-holic. You may seek promotion for the sake of the title and not the job.

### **What you could look like strong**

You provide exceptional leadership through your example. You lead from the front establishing a culture of hard work, unrelenting commitment to quality, and a desire to be recognised by peers in your field. You demonstrate how to push through the difficulties and challenges towards aspirational goals. You are recognised by the best in your field for what you have achieved. In all aspects of your life you are proud of what you have accomplished. Personally, you have worked through the role of failure in your life and you have understood what it means to be strong but not arrogant.

### **Key question**

***When are things good enough without having to be excellent?***

### **Clip for reflection**

<http://www.youtube.com/embed/lsSC2vx7zFQ>