

# Core Motivational Analysis Personality Traits Defined

- **Shy** - Highly sensitive, intuitive, reflective and insightful.
- **Complacent** - Non-intimidating. Accepts reality as it is. Has a live and let live mentality and assumes the best in others.
- **Detached** - Skills are best developed one-on-one, with strong attention given to detail and persistence.
- **Cooperative** - Can accept feedback and open to learning new things with others.
- **Sociable** - Charming, energetic and fun to be around. Tends to trust "gut" instincts and open to feedback.
- **Confident** - Independent, uses charisma and persistence to make a point.
- **Non-Conformist** - Uses persistence and commitment to take action. Likes operating alone.
- **Determined** - persistent, adventuresome, courageous and willing to explore the unknown. Competitive and results oriented.
- **Conscientious** - Exercises good follow-through in a predictable manner about details, responsibilities and organization.
- **Skeptic** - Needs to question the "why" of things. Able to resist pressure from others.
- **Dutiful** - Willing to go a mile for others and able to get the most out of things without excess. Avoids unnecessary pains or problems.
- **Highly Emotional** - Tuned in to the feelings of others. Works well with a lot of consistency and structure. Open to feedback on progress.
- **Pessimistic** - Anticipates and thinks through multiple scenarios before acting. Needs encouragement and structure.
- **Exuberant** - Does things with a lot of energy and willingness. Has very clear expectations.
- **Cautious** - Interested in avoiding any unnecessary problems. Builds sustainability through slow, consistent progress.
- **Eccentric** - Has a creative way of looking at things while avoiding any unnecessary complications.