

Always Move From Active To Passive

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Active	Passive
<p>Driver</p> <ol style="list-style-type: none">1. Always in Charge. Everyone follows his orders.2. Action-oriented individual. Comfortable in dictating.3. Makes fast-paced decisions.4. Always in control of his environment at all times. <p>What would irritate a driver?</p> <ol style="list-style-type: none">1. Dictating to a driver.2. Trying to take control of the decision-making.3. Slow to respond to their demands.	<p>Persuader</p> <ol style="list-style-type: none">1. Very friendly and charming, social butterfly.2. Always cares about people's feelings. <p>What irritates a persuader?</p> <ol style="list-style-type: none">1. Showing a reluctance to adapt.2. Act like an adversarial participant.
<p>Perfectionist</p> <ol style="list-style-type: none">1. Detail-oriented individual. Data should be 100% accurate.2. Potential Obsessive Compulsive Disorder.3. They are not social animals.4. Tend to be introverted. <p>What would irritate a perfectionist?</p> <ol style="list-style-type: none">1. Lack of preparedness.2. Lack of accuracy and organization.3. Socializing.	<p>Counselor</p> <ol style="list-style-type: none">1. Seeks consensus and like-mindedness before making a decision.2. Agreeable.3. They keep your best interests at heart. <p>What would irritate a counselor?</p> <ol style="list-style-type: none">1. Lack of recognition of his efforts to keep your best interests at heart.2. Continuously disagree with them.3. Showing a lack of empathy towards their efforts.

Is PQI influencing or manipulating?

Influence is a neutral term indicating a person's capacity to have an effect on another person. Simply put, influence is what can move or sway someone to a desired action. Influence on its own is neither negative nor positive. It is not designed to force or obligate the other person to follow.

Manipulation has many negative connotations, including carrying out devious behaviors designed to exploit and control others. Typically, it's about using emotional and psychological tactics to change or alter someone's perception or behavior in an underhanded, deceptive, or even abusive way.

The ultimate goal is to keep each individual in their social style/comfort zone and acquire as much intellectual equity as one can.

"If you learn to read books, you can become smart. If you learn to read yourself and those around you, you can become anything."

-Steve Bartlett