

MAPPING ME



**Why is it important
to know yourself
well?**

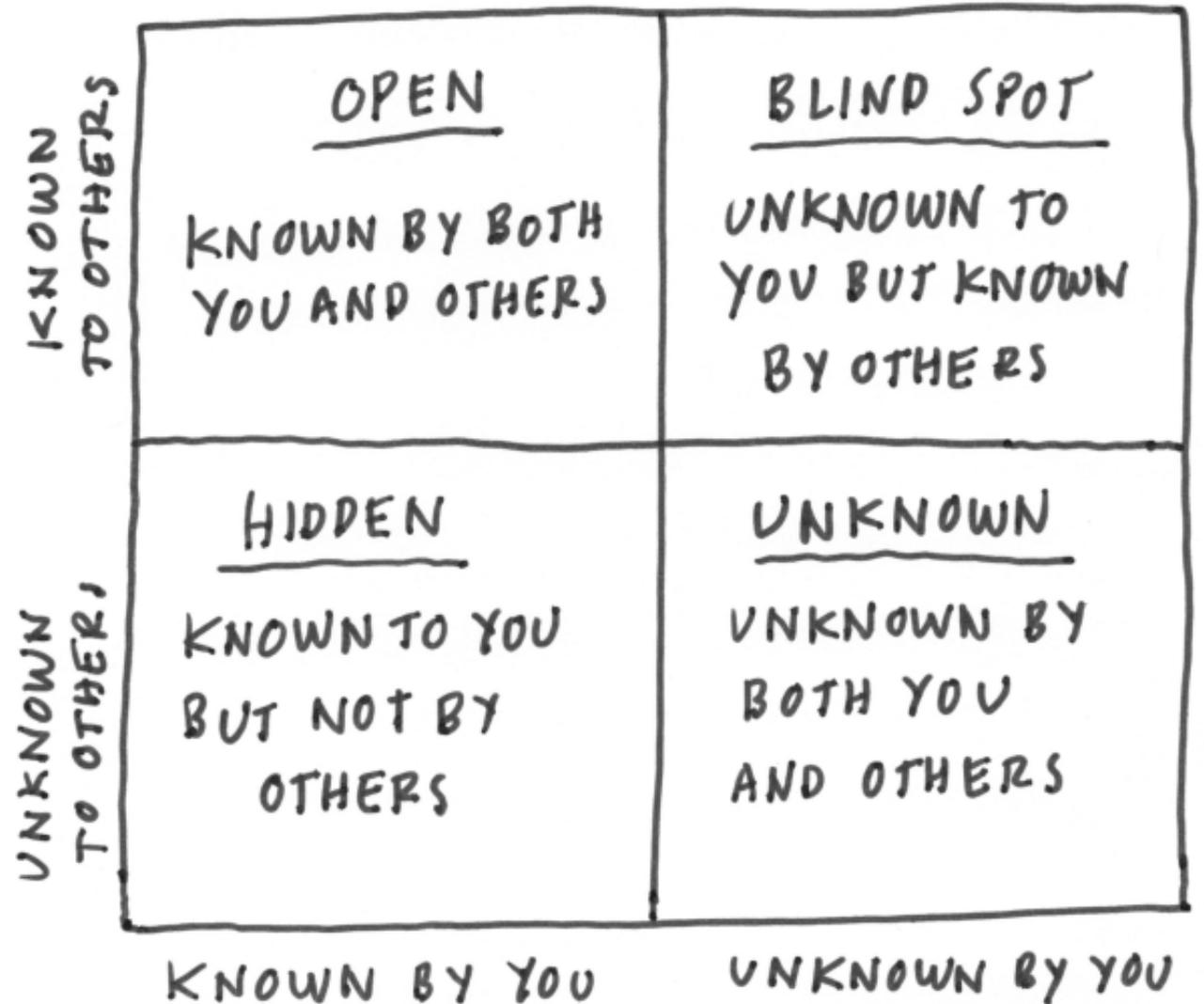


**Why is it important
to know yourself in
order to be a
successfull
entrepreneur?**



Johari window concept

THE JOHARI WINDOW

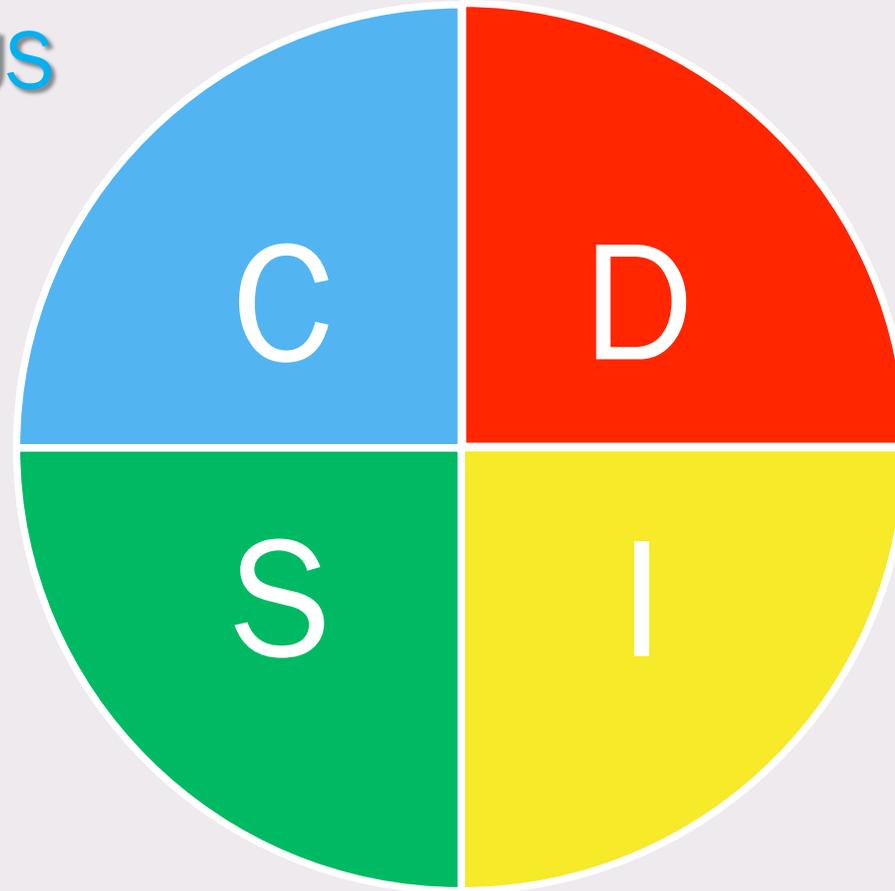


DISC TEST



CONSCIENTIOUS

DOMINANT



SUPPORTIVE

INSPIRING





D

DOMINANT

Like to see themselves / would like to be seen as:

- *Exacting*
- *Efficient*
- *Determined*
- *Direct*
- *Decisive*

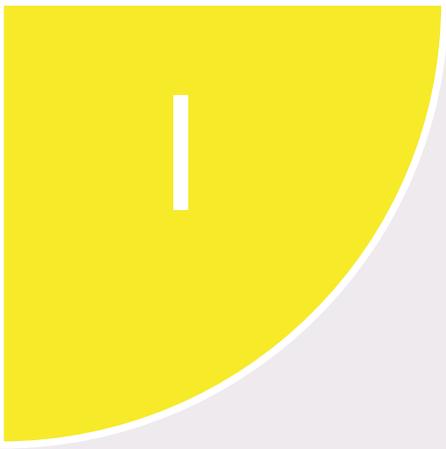
Might be perceived as:

- *Autocratic*
- *Critical*
- *Demanding*
- *Insensitive*
- *Domineering*

Will be irritated by:

- *Delays*
- *Lack of interest*
- *Indecision*
- *Disagreement*
- *Time wasting*





INSPIRING

Like to see themselves / would like to be seen as:

- *Energetic*
- *Creative*
- *Open*
- *Optimistic*
- *Enthusiastic*

Might be perceived as:

- *Pushy*
- *Exaggerates*
- *No follow through*
- *Over commits*

Will be irritated by:

- *Lack of enthusiasm or creativity*
- *Pessimism*
- *Harsh realities*
- *Lack of open-ness*





S

SUPPORTIVE

Like to see themselves / would like to be seen as:

- *Warm*
- *Accepting*
- *Patient*
- *Cooperation*
- *Friendly*

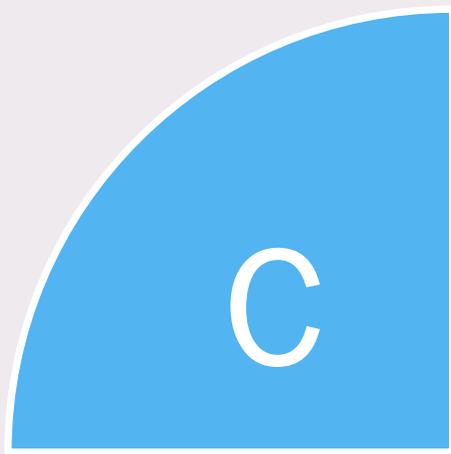
Might be perceived as:

- *Weak*
- *Time waster*
- *Lacking goals*
- *Slow to make decisions*

Will be irritated by:

- *Uncooperative people*
- *Hurt feelings*
- *Aggressive behaviour*
- *Reaction of the 'team'*
- *Conflict*





CONSCIENTIOUS

Like to see themselves / would like to be seen as:

- *Precise*
- *Careful*
- *Reserved*
- *Logical*
- *Analytical*

Might be perceived as:

- *Stubborn*
- *Nitpicker*
- *Perfectionist*
- *Pedantic*
- *Unemotional*

Will be irritated by:

- *Illogical thinking*
- *Too creative*
- *Loud opinionated people*
- *No evidence*
- *Mistakes*





D

DOMINANT

People who score in the low range:

- ~ tend to want peace and harmony.
- ~ prefer to let others initiate action and resolve problems.
- ~ are quiet and indirect in their approach to most situations.
- ~ are usually cautious and calculate risks carefully before acting.

They are generally well liked because of their mild and gentle nature. Other people will tend to see them as being patient, calm, thoughtful and a good listener.

People who score in the high range:

- ~ enjoy competition and challenge.
- ~ are goal orientated and want to be recognised for their efforts.
- ~ aim high, want authority and are generally resourceful and adaptable.
- ~ are usually self-sufficient and individualistic.
- ~ may lose interest in projects once the challenge has gone and they tend to be impatient and dissatisfied with minor detail.

They are usually direct and positive with people, enjoying being the centre of attraction and may take it for granted that people will think highly of them. They may have a tendency to be rather critical of others. Consequently, other people may tend to see them as being rather domineering and overpowering.



I

INSPIRING

People who score in the low range:

- ~ are usually socially passive.
- ~ quite frequently have an affinity for things, machinery and equipment.
- ~ are generally comfortable working alone.
- ~ frequently have a tendency to be analytical and once they have sorted the facts out they communicate them in a straightforward direct way.
- ~ tend to take little at face value.

They may well have learned and developed good social skills but they only bring these into play when logic dictates such tactics.

People who score in the high range:

- ~ are strongly interested in meeting and being with people.
- ~ are generally optimistic, outgoing, and socially skilled.
- ~ are quick at establishing relationships.

Sometimes their concern for people and people's feelings may make them reluctant to disturb a favourable situation or relationship.





S

SUPPORTIVE

People who score in the low range:

~ tend to enjoy change and variety in their work and non-work life.

~ are expansive by nature and tend not to like routine and repetitive work/activities.

They enjoy stretching themselves intellectually and physically.

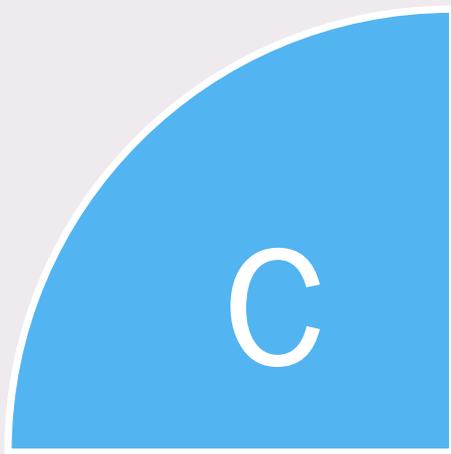
People who score in the high range:

~ are usually patient, calm and controlled.

~ have a high willingness to help others particularly those they consider as friends.

Generally they have the ability to deal with the task in hand and to do routine work with patience and care.





CONSCIENTIOUS

People who score in the low range:

- ~ are independent and uninhibited.
- ~ resent rules and restrictions.
- ~ prefer to be measured by results and are always willing to try the untried.

Free in thought, word and deed, they long for freedom and go to great lengths to achieve it. They feel that repetitive detail and routine work is best 'delegated'.

People who score in the high range:

- ~ are usually peaceful and adaptable.
- ~ tend not to be aggressive.
- ~ tend to be cautious rather than impulsive.
- ~ avoid risk-taking.
- ~ act in a tactful, diplomatic way and strive for a stable, ordered life.
- ~ are comfortable following procedures in both their personal and business life.

They prefer sticking to methods that have proved successful in the past. They have a high acceptance of rules and regulations.



**How about your
SWOT analysis?**



**What did we
learn?**



**Thank you for
your attention! 😊**

