

North - Action

Approaches to work/work style:

- Assertive, active, and decisive
- Likes to determine the course of events and be in control of professional relationships
- Quick to act; expresses a sense of urgency for others to act
- Enjoys challenges presented by difficult situations and people
- Thinks in terms of the bottom line
- Likes a quick pace and the fast track
- Perseveres; not stopped by hearing "No"; probes and presses to get at hidden resistances
- Likes variety, novelty, and new projects
- Comfortable being in front of a room or crowd
- Value-oriented phrases include "Do it now!," "I'll do it!," and "What's the bottom line"

Overuse: Style Taken to Excess:

- May easily overlook process and comprehensive strategic planning when driven by need to act and decide
- May get defensive quickly, argue, and try to "out expert" you
- May lose patience; pushes for decisions before its time; avoids discussion
- May be autocratic; want things their way; has difficulty being a team member
- Sees things in terms of black and white; little tolerance for ambiguity
- May go beyond limits; gets impulsive; disregards practical issues
- Not heedful of others' feelings; may be perceived as cold
- Has trouble relinquishing control; finds it difficult to delegate responsibilities
- Value-oriented phrase is "If you want something done, do it yourself!"

Best ways to work with a North:

- Present your case quickly, clearly, and with enthusiasm and confidence
- Let them know they will be involved - their pay off and their role
- Focus on the "challenge" of the task
- Provide them with plenty of autonomy
- Establish timelines and stick with them
- Give them positive, public recognition
- Use them to complete tasks that require motivation, persuasion, and initiative

Source:

Leadership Compass
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