

Their results based on Dr. Fisher's research

Their personality type is:
NEGOTIATOR / director

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About Their personality

They have a broad overview of reality. They like to tackle large, complex issues and weigh all the variables involved. And they can be innovative and bold, generating new perspectives and providing imaginative solutions to ambiguous social, political, intellectual or technical problems.

They have fine tuned social skills, easily picking up the gestures, facial expressions and speech patterns of others and expressing yourself clearly and vividly. They are intuitive, too; they understand people, and genuinely sympathize with them. Because they are also flexible and cooperative, they are also good at working in teams.

Yet despite their poise in social situations, they often prefer solitude or informed and detailed conversations with just one individual or a few close friends. They try to avoid routine meetings and social engagements. They prize your independence.

They like to focus deeply and thoroughly on their interests. They can be exacting, tough-minded, analytical and strategic in their approach, too. They leave no stone unturned.

With **Negotiator** as their primary type, they can be:

Good at seeing the big picture	Empathetic
Imaginative	Trusting
Intuitive	Introspective
Skilled verbally	

With **Director** as their secondary type, they can be:

Decisive	Competitive
Focused	Self disciplined
Analytical	Independent
Logical	



Relating to others

They seek an authentic connection with just about everyone they meet, and they want to have in-depth discussions with friends and colleagues about ideas and feelings. They do not suffer fools gladly; "small talk" leaves them cold.

In love and relationships

They are idealistic and romantic. They want to bond in a spiritual sense, communicate their innermost feelings and sustain an intense and meaningful relationship. They have a rich fantasy life. And, for them, sex must be mixed with romance and meaning. When they find true love, they focus their attention on their beloved. They give thoughtful gifts, are sensitive to their mate's feelings and communicate their emotions clearly. They are capable of unconditional love. They can be irreverent about traditional marriage, however. They feel their personal commitment is the true marriage vow. In fact, they may be inclined to write their own vows and create a non-traditional wedding ceremony. They unconsciously gravitate to those who are imaginative and playful with ideas. They also like those with an unruffled calm and decisiveness, those who are ambitious, and those who can focus on their goals-individuals who complement their restless soul-searching.

Things to be **aware** of

Because they can see so many angles to an issue or decision, they can be indecisive.

They wrestle with the contradictory feelings of being too eager to please and being tough minded.

When they feel betrayed they can be unforgiving and hold a grudge too long.

More about **NEGOTIATOR / director**

Words **Negotiator** use (unconsciously) to describe themselves

Words **Director** use (unconsciously) to describe themselves

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