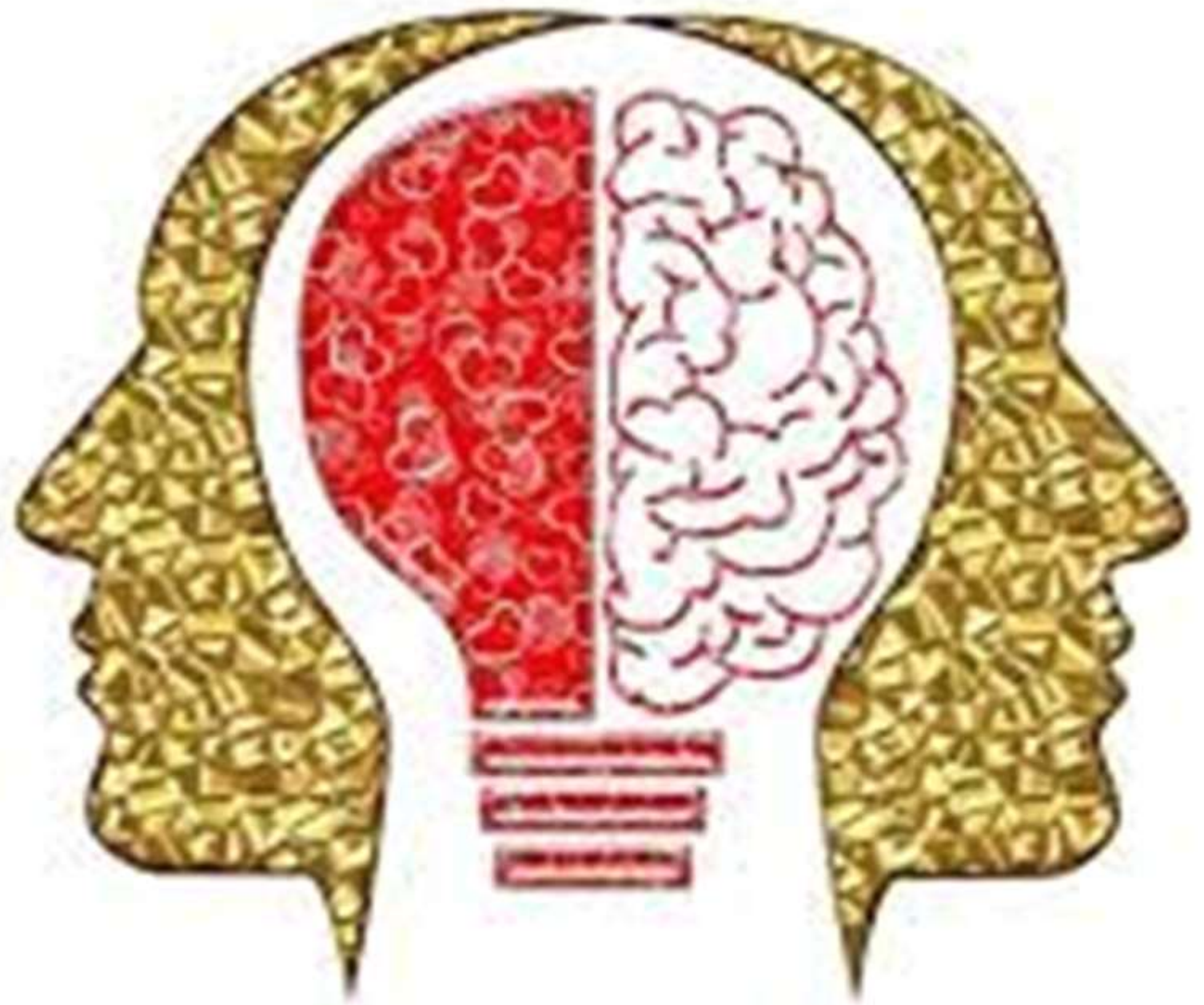


English at 7.00am,
Hindi at 8.30am

Raise the Bar

online training
program
by
Rajesh Tagore



Session 16

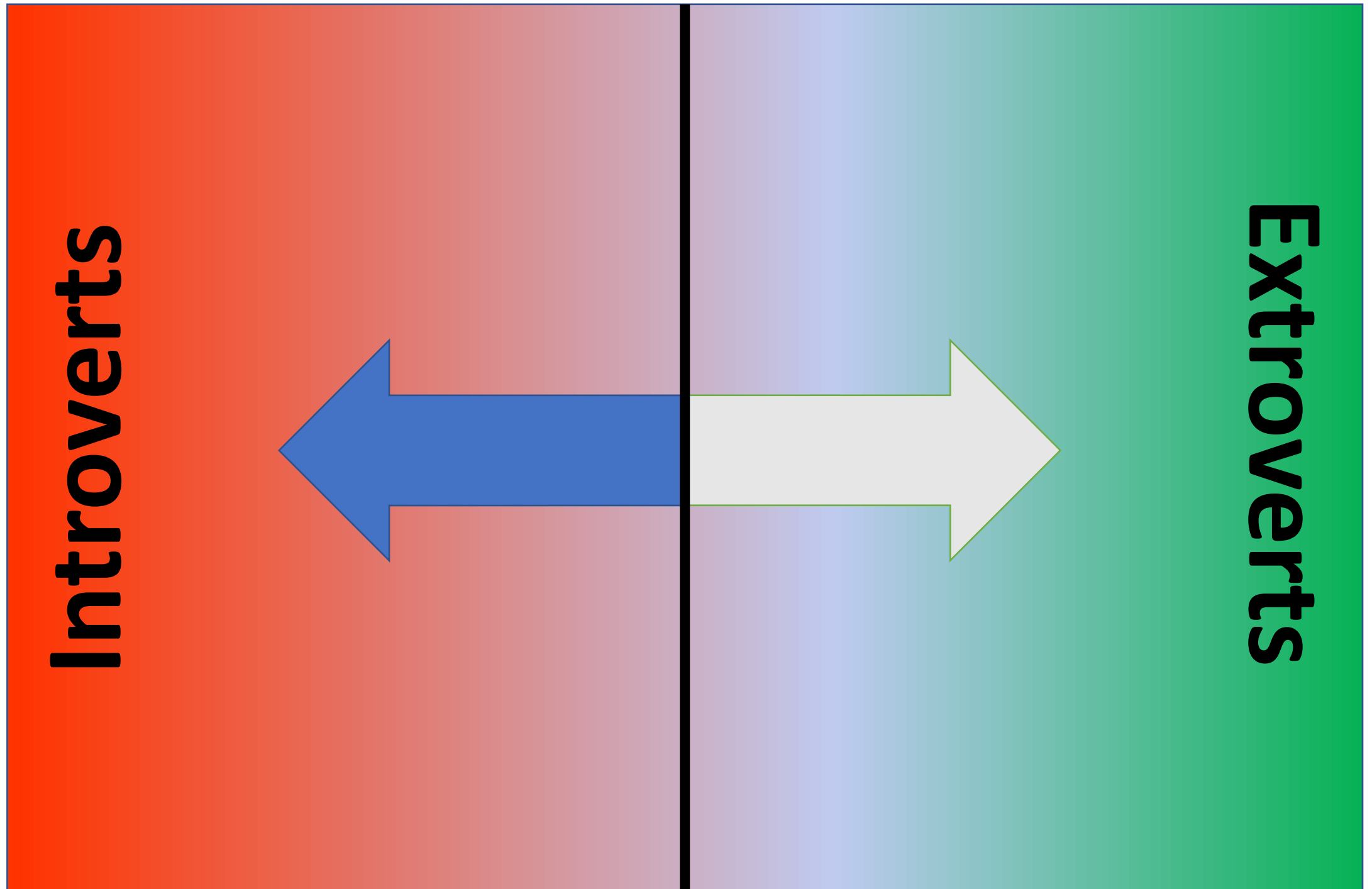
• **People and
personalities**



Every
human is
different

But, you can find
a few
characteristics
and traits which
makes them
understandable

Two types of Personalities



**Introvert
personality
- Character,
traits**

Reserve

Passive

Thoughtful

Emotionally private

Comfortable interacting in small groups

Secretive

Energized by spending time alone

Don't show emotions usually

Have a hard time expressing their feelings

Keep what's on their minds to themselves

Mingle with the people they like

Extroverts: personality - Character, traits

Social

Assertive

Cheerful

Attention seeker

Seek out novelty and excitement

Enjoys being the centre of attention

Shows emotions openly

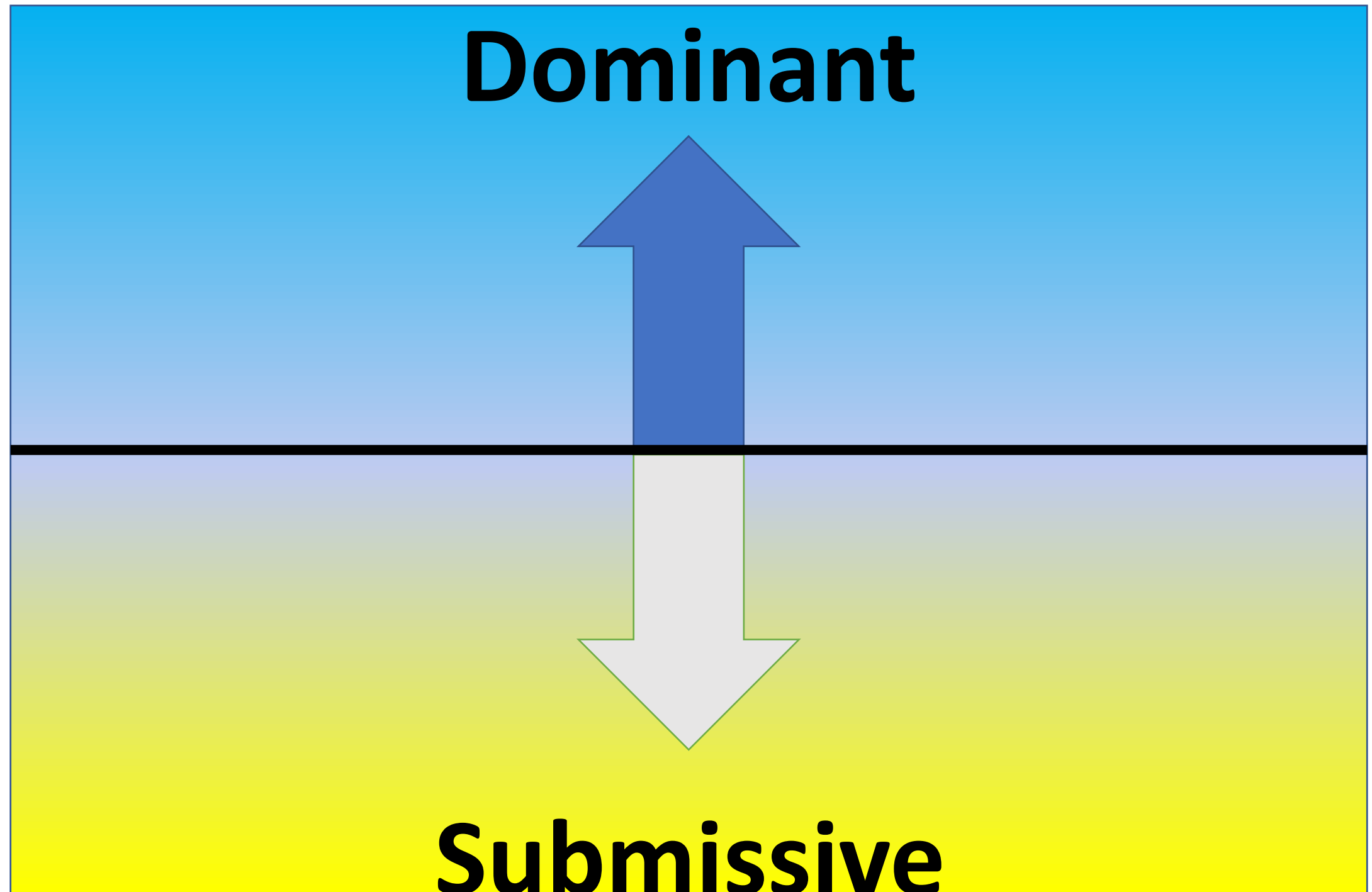
Express their feelings

Speak what's on their mind

Active in Parties and gatherings

Public person

Two Variations in Personalities on the basis of decision making



Dominant:

Take decisions

Stands for the decisions

Defend the decisions

Mostly won't go back or

Change their decisions

Clear understanding

Clear communication

Quick to act

Doesn't need someone's permission

Doesn't wait for approvals

Submissive

Cant take decisions on their own

Cant stands for the decisions

Cant defend their decisions

Delays and postpones decisions often

Change their mind frequently

Unclear understanding

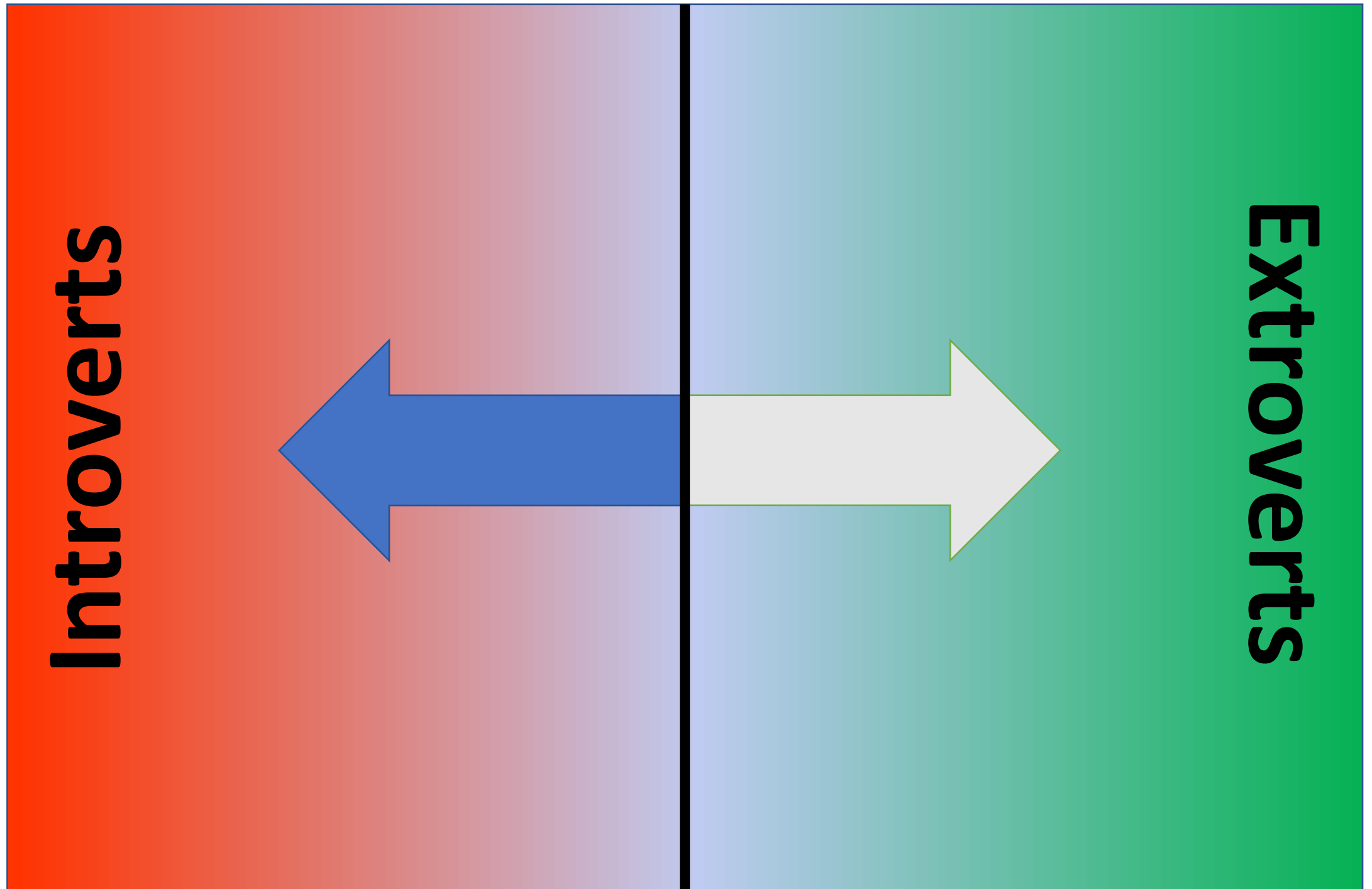
Unclear communication

Slow to act

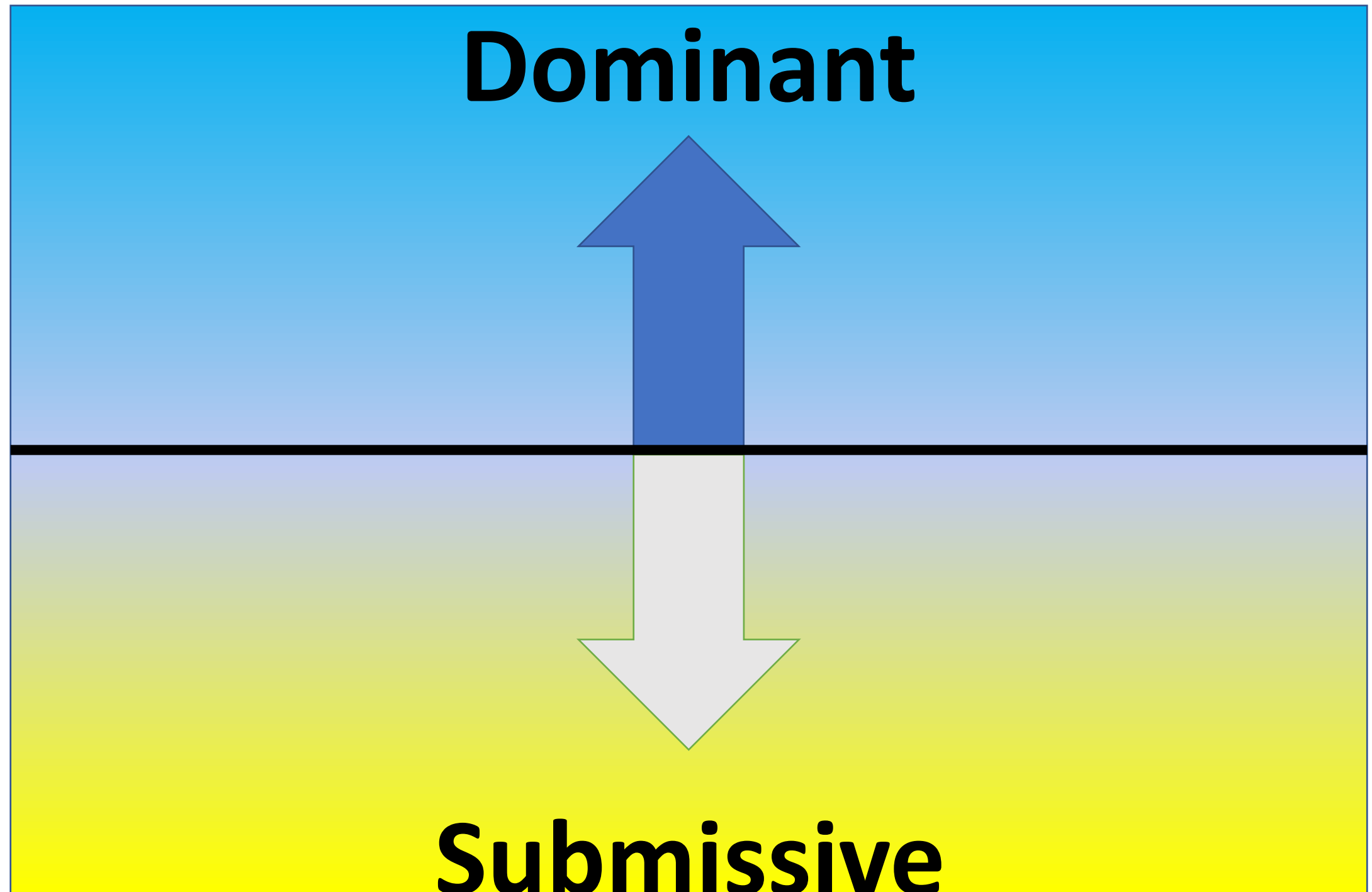
Mostly need someone's permission

Mostly wait for approvals

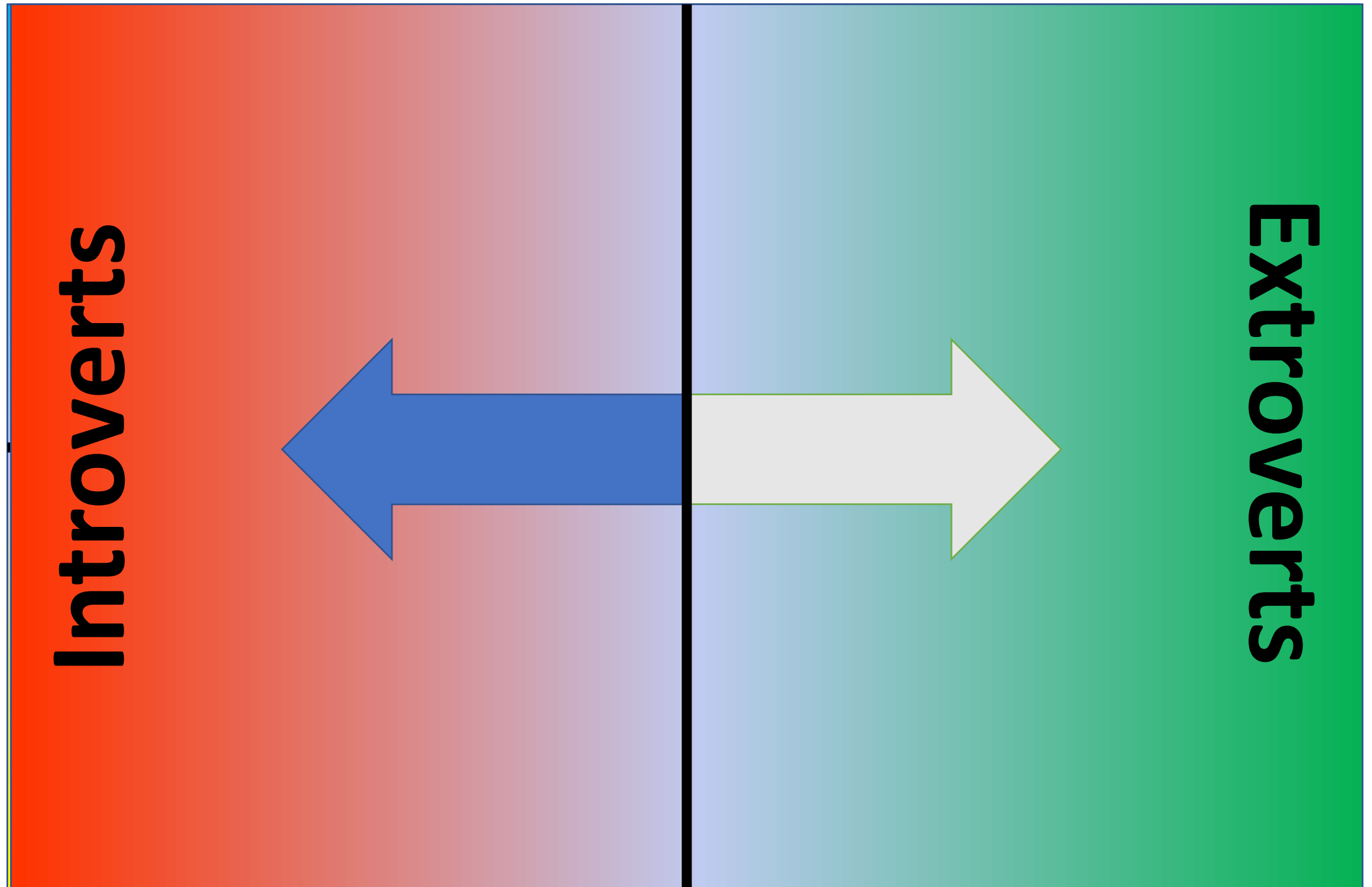
Two types of Personalities



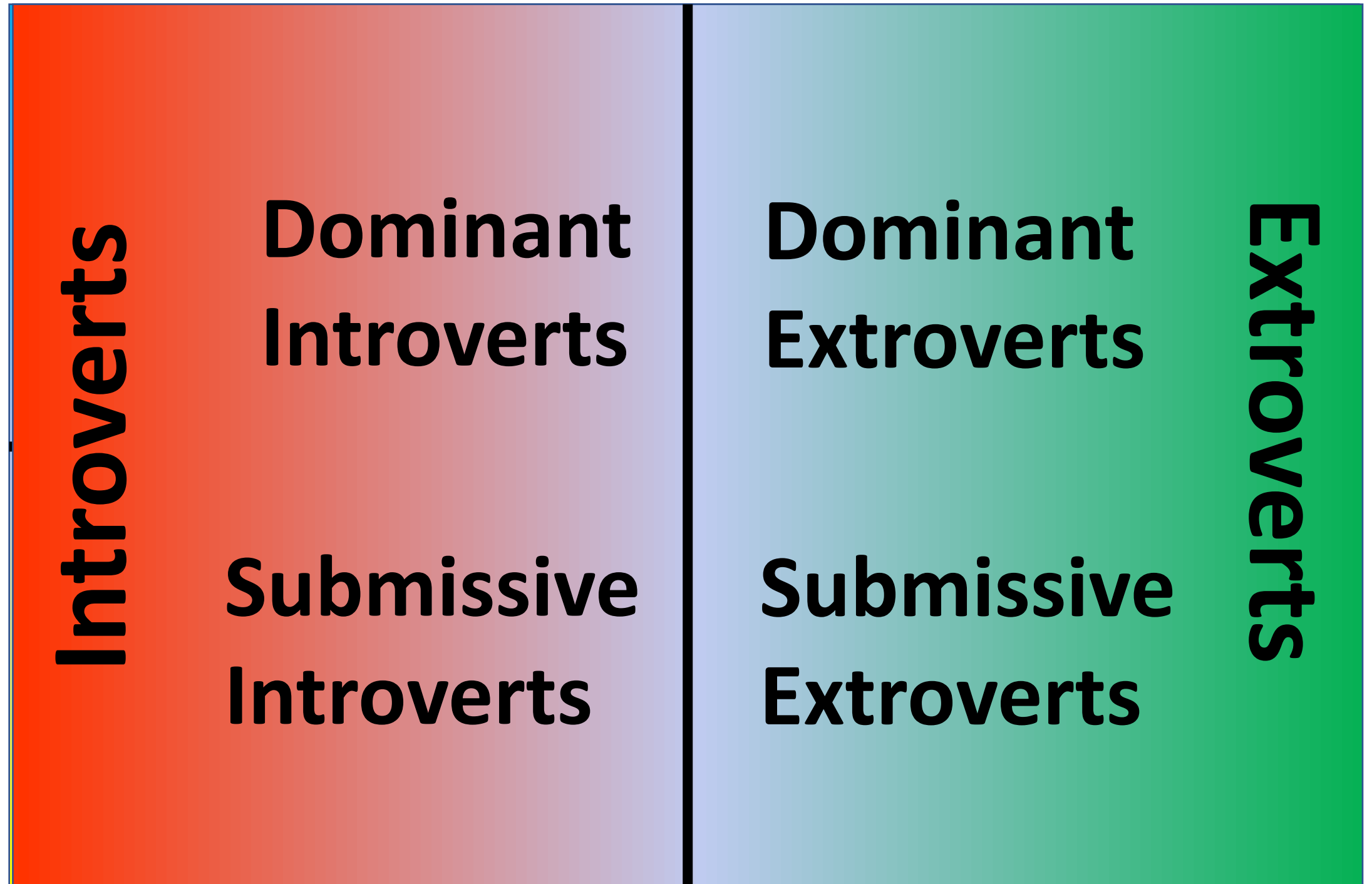
Two Variations in Personalities on the basis of decision making



When we mix both personality traits and decision making abilities we get 4 variants



When we mix both personality traits and decision making abilities we get 4 variants



4 Personality variations

1

**Dominant
Introverts**

**Dominant
Extroverts**

2

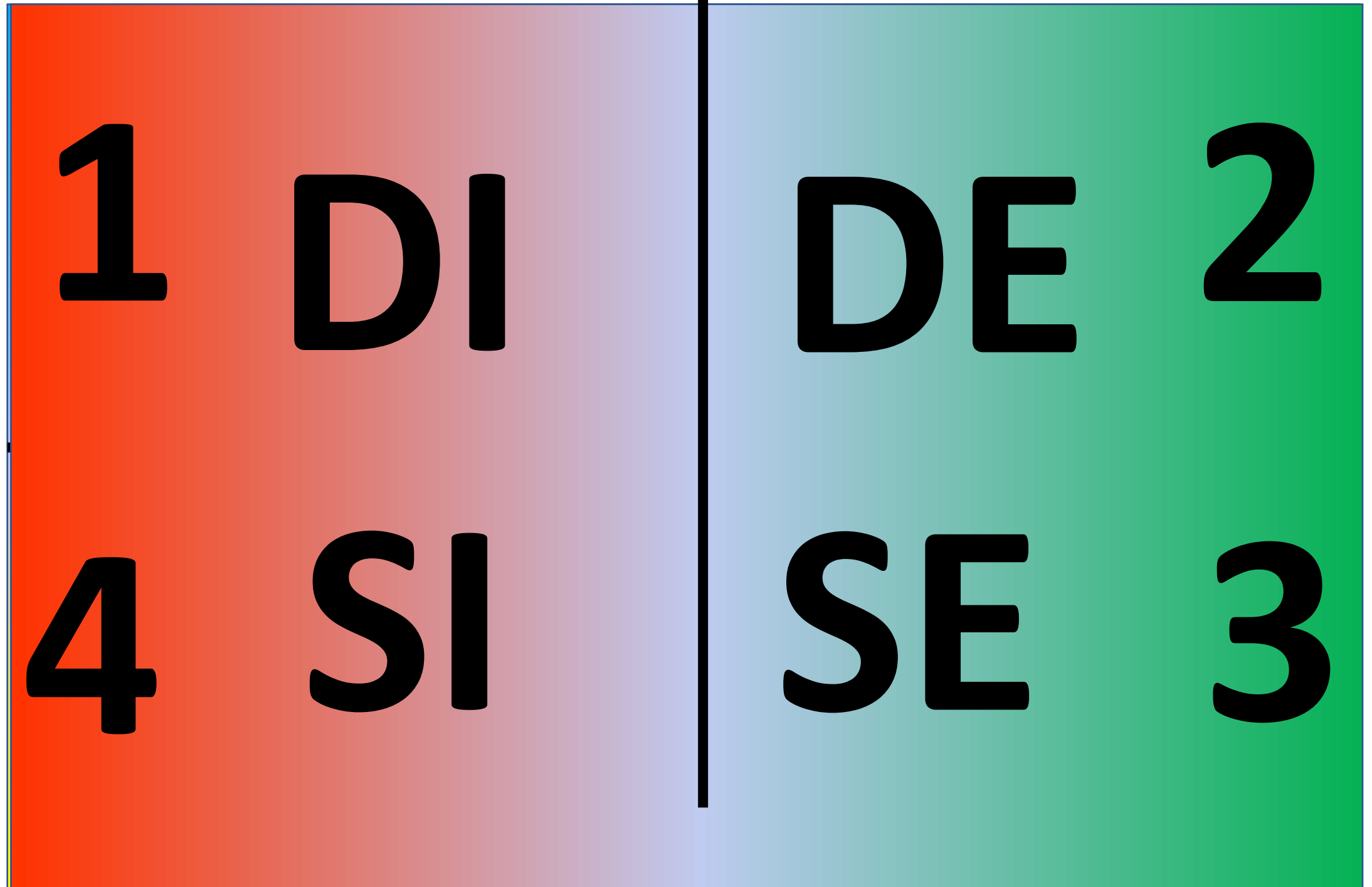
4

**Submissive
Introverts**

**Submissive
Extroverts**

3

4 Personality variations

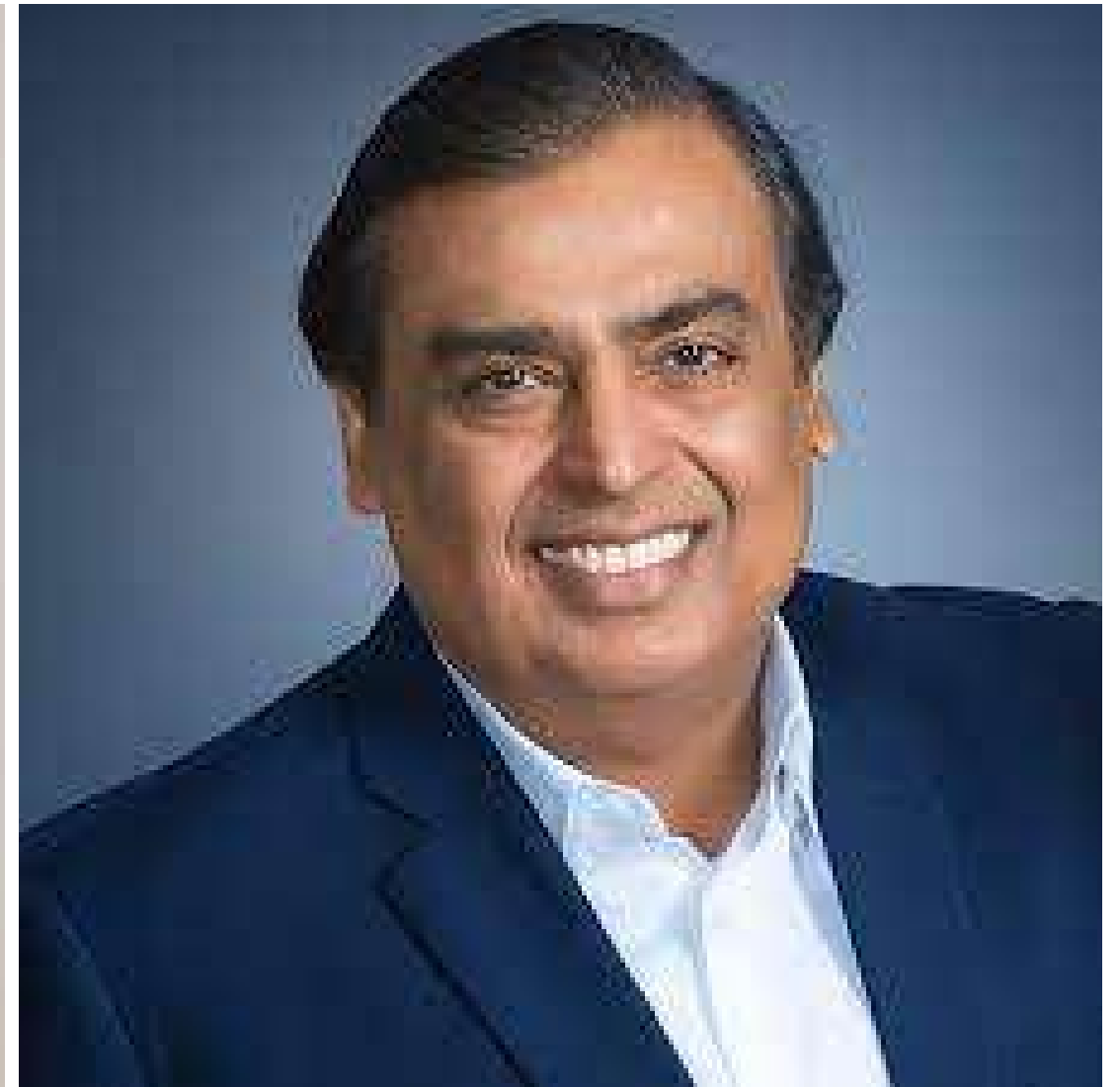




1. Dominant Introverts (DI)

- MS Dhoni
- Rohit Sharma





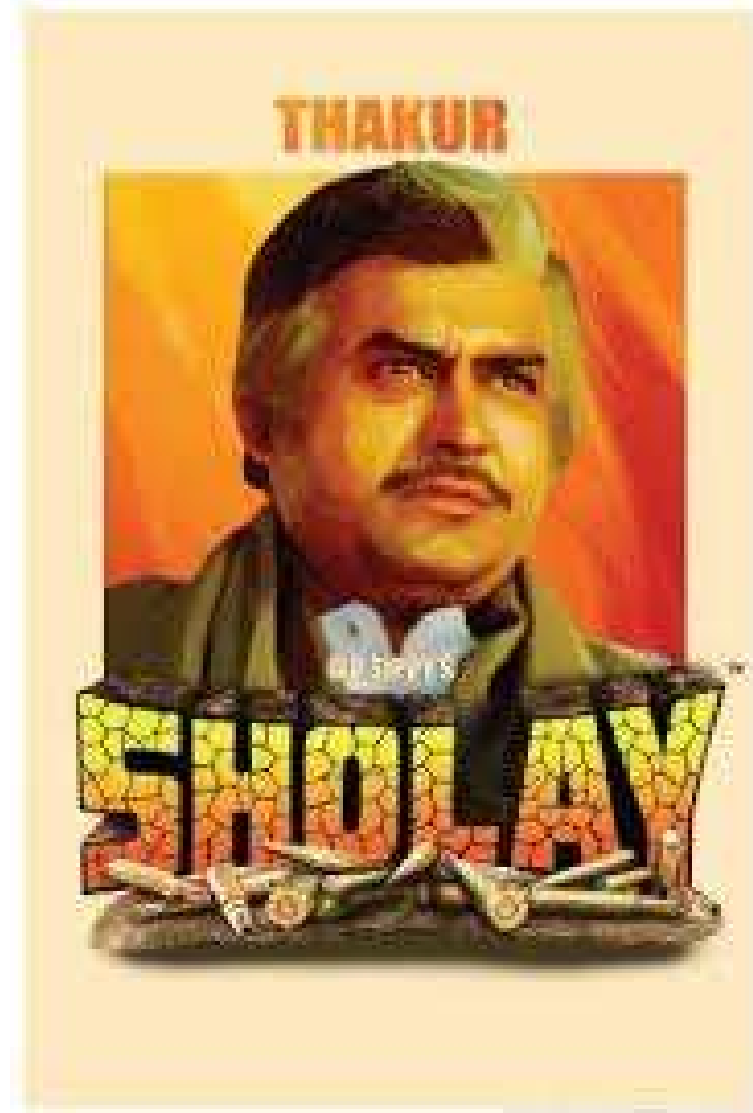
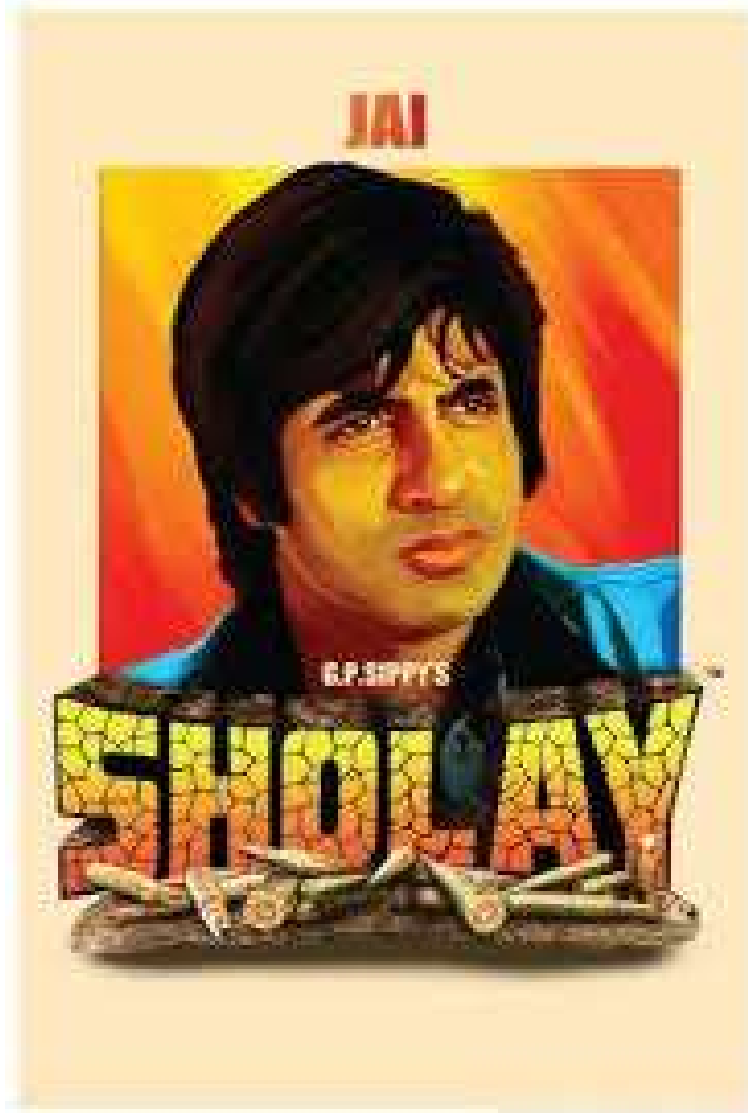
Mukesh Ambani
Ratan Tata



Joe Biden
Sonia Gandhi
Uddhav Thackrey



Steve Wough
Sachin Tendulkar
Saina Nehwal
Rahul Dravid



DI Characters From Sholay movie



DI characters from Bahubali movie



Dominant Extroverts

- Saurav ganguly
- Virat Kohli



Donald Trump
Narendra Modi

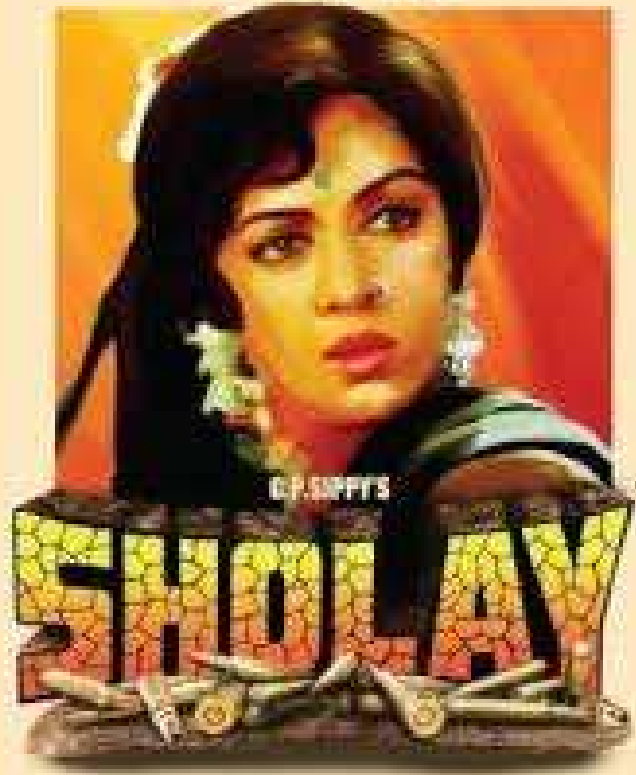
PV Sindhu, Usain bolt, Sunil Gavaskar



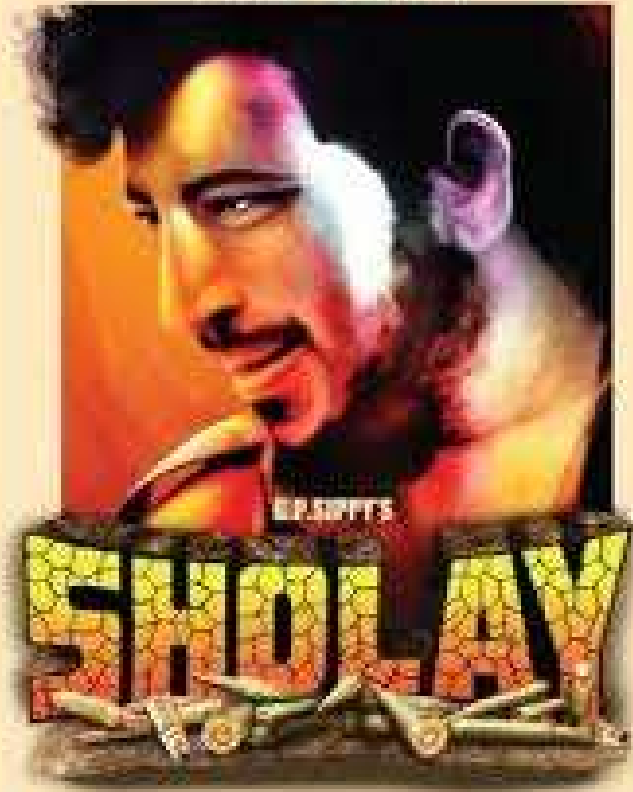


Bala saheb Thakrey
Raj Thakrey

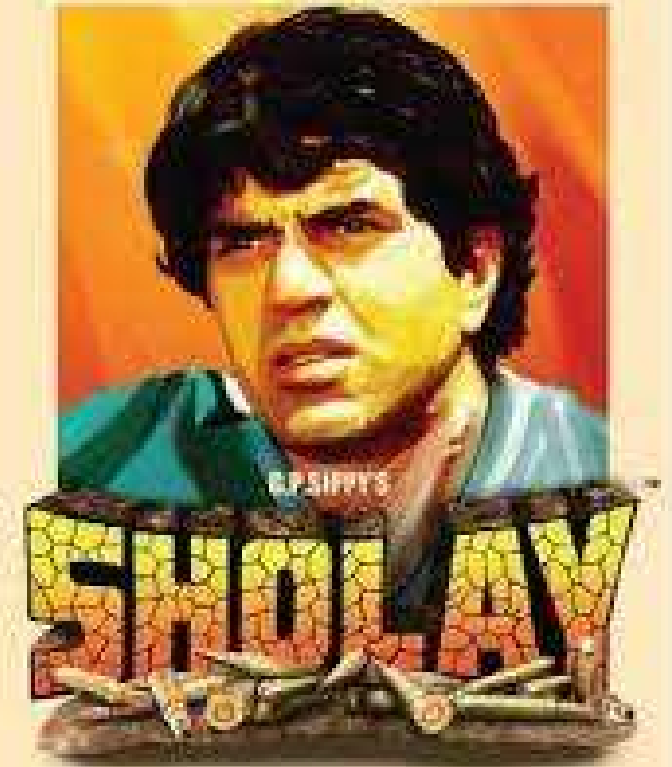
BASANTI



GABBAR



VEERU



DE Characters From Sholay movie

DE characters from Bahubali movie



Submissive
Extroverts

These people don't
usually become popular

Yet we can name a few

You can find them
around everywhere

Submissive
people become
so because of
their positions
and designations
in the
organizations

Clerks

Accountants

Assistants

Managers

Peons

Office boys

Receptionist

**Salaried
employees**

Executives

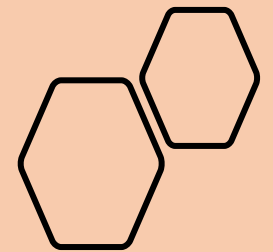
**Govt
employees**



Manish Sisodia and Bhagwant Mann can sometimes be quoted as examples but it could be untrue



SE characters from
Sholay movie





SE characters from
Bahubali movie



SE characters from
Bahubali movie

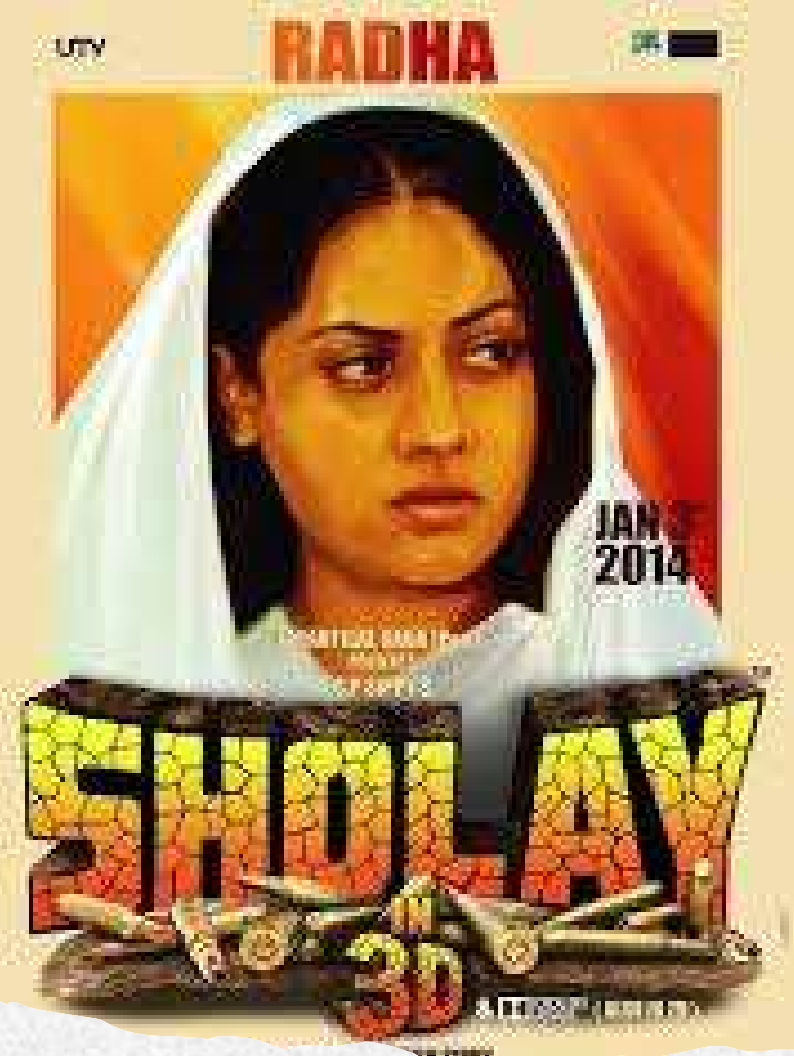
Submissive
Introverts

These people
don't usually
become popular

Yet we can
name a few



Man
Mohan
Singh
Former
Prime
Minister



SI Characters From
Sholay movie



SI characters from Bahubali movie



Personalities
emerge as a
person grows.

I was a DE during
my childhood and
became a DI as I
grew older



I am a DE in front of
audience and DI in front of
other people

Behaviour changes with respect to

Belief,

Surroundings,

Circumstances,

Situations

People.

Rajesh Tagore

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