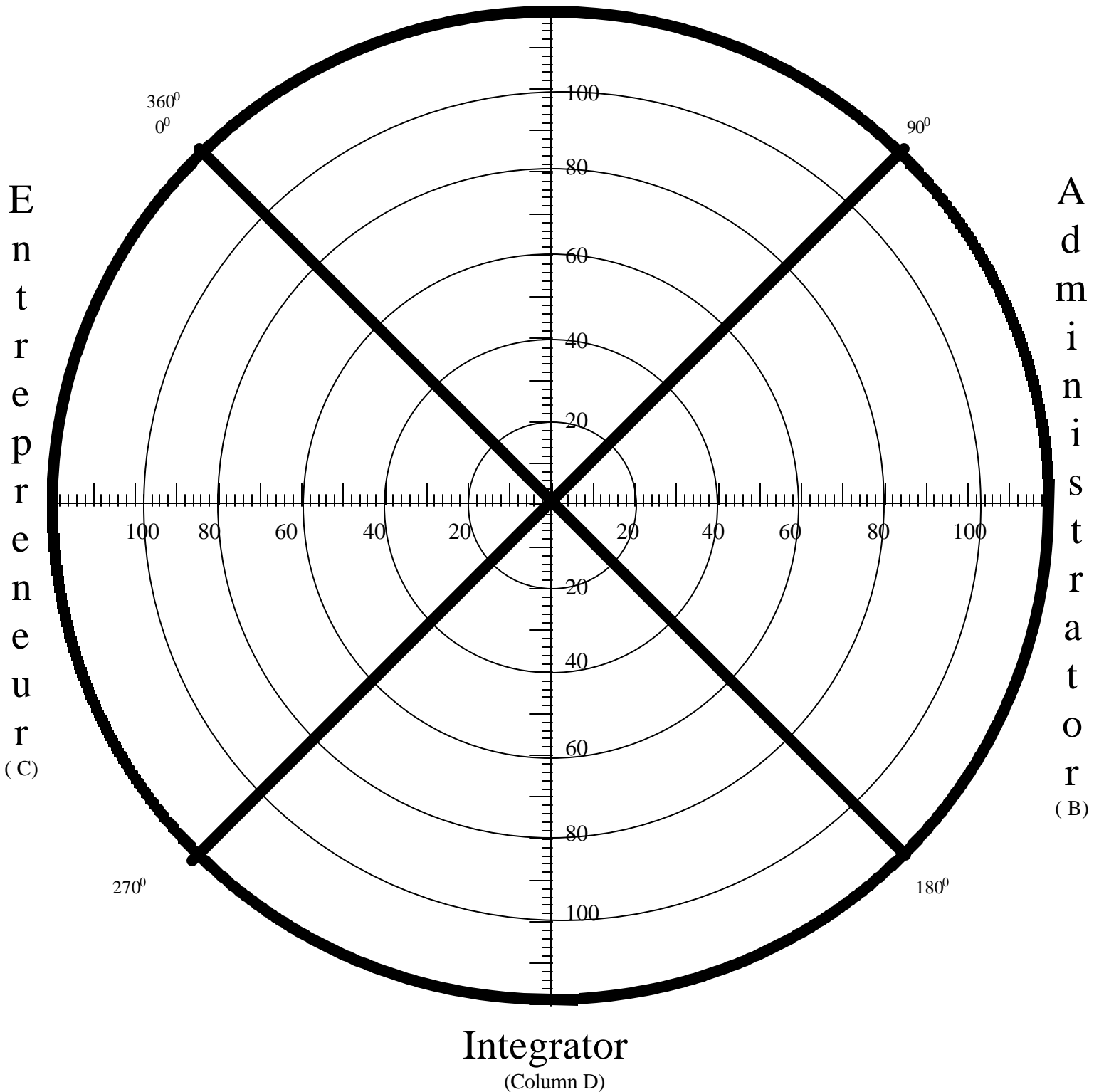


# PAEI Style Profile

Producer

(Column A)



A STRONG MANAGEMENT TEAM :

- 1-Has complimentary styles so there is no weak segment in any quadrant of the 360<sup>0</sup> of the circle.
- 2-Has a style profile that matches the style needs of the industry, and the business model. (Fill in a desired profile of the management team which would be most likely to succeed in your industry, with your business model and strategies. Compare!)
- 3-Has no members with extremely low quadrants, which make it likely to not respect strength in inn others in that quadrant.
- 4-Has sufficient mutual respect that all four styles and their roles are engaged, and considered in all decisions.
- 5-Engages in productive conflict which deepens understanding and commitment.