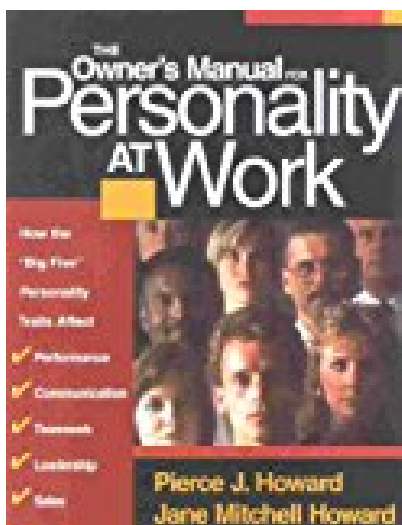


The Owners Manual for Personality at Work How the Big Five Personality Traits Affect Your Performance Communication Teamwork Leadership and Sales



BOOK DETAILS

- Author : Pierce J. Howard
- Pages : 200 Pages
- Publisher : Bard Press
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BOOK SYNOPSIS

In the past decade, the Five-Factor Model of Personality (FFM) has gained significant ground toward replacing other widely used models, such as the Myers-Briggs Type Indicator (MBTI), as the primary, model of personality in professional circles. But not until now has a book been available for professionals, practitioners, and businesspeople alike. This book covers the Big Five Supertraits that describe how people respond to stress, adjust to their environment, determine interests, work with others, and establish their roles and goals. It includes workplace case studies and useful applications to areas such as leadership, sales & negotiation, education & training, career planning, and teamwork, as well as after hours applications to family, friends, romance, and spirituality. Neither simplistic nor overly complex, The Owners Manual for Personality at Work is for general readers who want solid, credible information along with suggestions for how to apply it in everyday life -- especially at work. It is positioned to serve as a primary resource to shift the thinking of thousands of professionals and businesspeople to the new five-factor model of personality.

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