



CHARACTERISTICS

If you have this **WHY**, you believe that there is a proper and correct way to do things and that things should be done right. There is no point to skimping on details or cutting corners. To achieve success you must follow procedures that have been proven and use systems that have been developed and shown to work over time and adjusted and corrected on numerous occasions to produce the right outcome. You know that if you create structures and processes that work, the right results will follow. You believe in clarity and simplicity, operations that run smoothly because they have been tested. You generally show up on time because that's the right thing to do and appreciate it when others respect a set schedule. You embrace order and instill it in your personal life and your business. You recognize that different departments in a business have different needs, yet there is always a "right way" to get things done even if it is not your way and that part of true leadership is to bring that out in others.

CHALLENGES

If unchecked, the tendency with your **WHY** is to become somewhat rigid and inflexible. The term "my way or the highway" to you also implies "the right way." It's the only proper way to accomplish an objective. Obviously, this can lead to friction with those who see the world through a different **WHY**, a different filter and that are far more comfortable in "rolling with the punches."

SOLUTIONS

Much like "contributors" need to select the causes that enable them to create the most value, and "make sense" people need to moderate their problem-solving, people with your **WHY** must learn to acknowledge that the "right way" for you may not be the "right way" for someone else. You will always be in command of those things that are on your watch. You will make sure that those items are done right. However, to get along well with others, you must respect the result without the need to be in complete command of the process. People with other **WHYs** may have a different way to accomplish objectives that from their viewpoint is equally "right". You are most often the go-to person that others seek out for the creation and implementation of systems, processes and procedures. When not in that role, it's important nonetheless to respect and appreciate the processes put forth by others.