












We get feedback in our clinical workplace but it is focused on tangible factors. Intangible factors, such as how people perceive you, which often have a big impact on your career advancement, are rarely discussed. The goal of this session is to put control of your presence at work back in your hands.

Leave with

- 1) **Increased self awareness regarding your dark side traits.**
- 2) **Recognize Robert and Joyce Hogan's dark side traits and how to use them in productive ways in the work environment.**

Robert and Joyce Hogan's Dark Side Traits

| | | |
|---|--------------------|---|
|  | Bold | Overly self-confident, entitled, with an inflated sense of self-worth |
|  | Cautious | Unassertive, resistant to change, slow to make decisions |
|  | Colorful | Dramatic, attention-seeking, tends to interrupt rather than listen |
|  | Diligent | Meticulous, precise, detail-oriented |
|  | Dutiful | Eager to please, reluctant to act independently or express disagreement |
|  | Excitable | Moody, easily annoyed, hard to please, emotionally unstable |
|  | Imaginative | Thinks and acts in unusual or eccentric ways |
|  | Leisurely | Overtly cooperative but privately irritable, stubborn, uncooperative |
|  | Mischievous | Risk-taking, limit-testing, excitement-seeking |
|  | Reserved | Aloof, indifferent to others' feelings |
|  | Skeptical | Distrustful, cynical, sensitive to criticism, focused on the negative |

Chamorro-Premuzic, Tomas. "11 Personality Traits That Could Derail Your Career." Harvard Business Review, 22 Aug. 2017, hbr.org/2017/09/could-your-personality-derail-your-career.

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