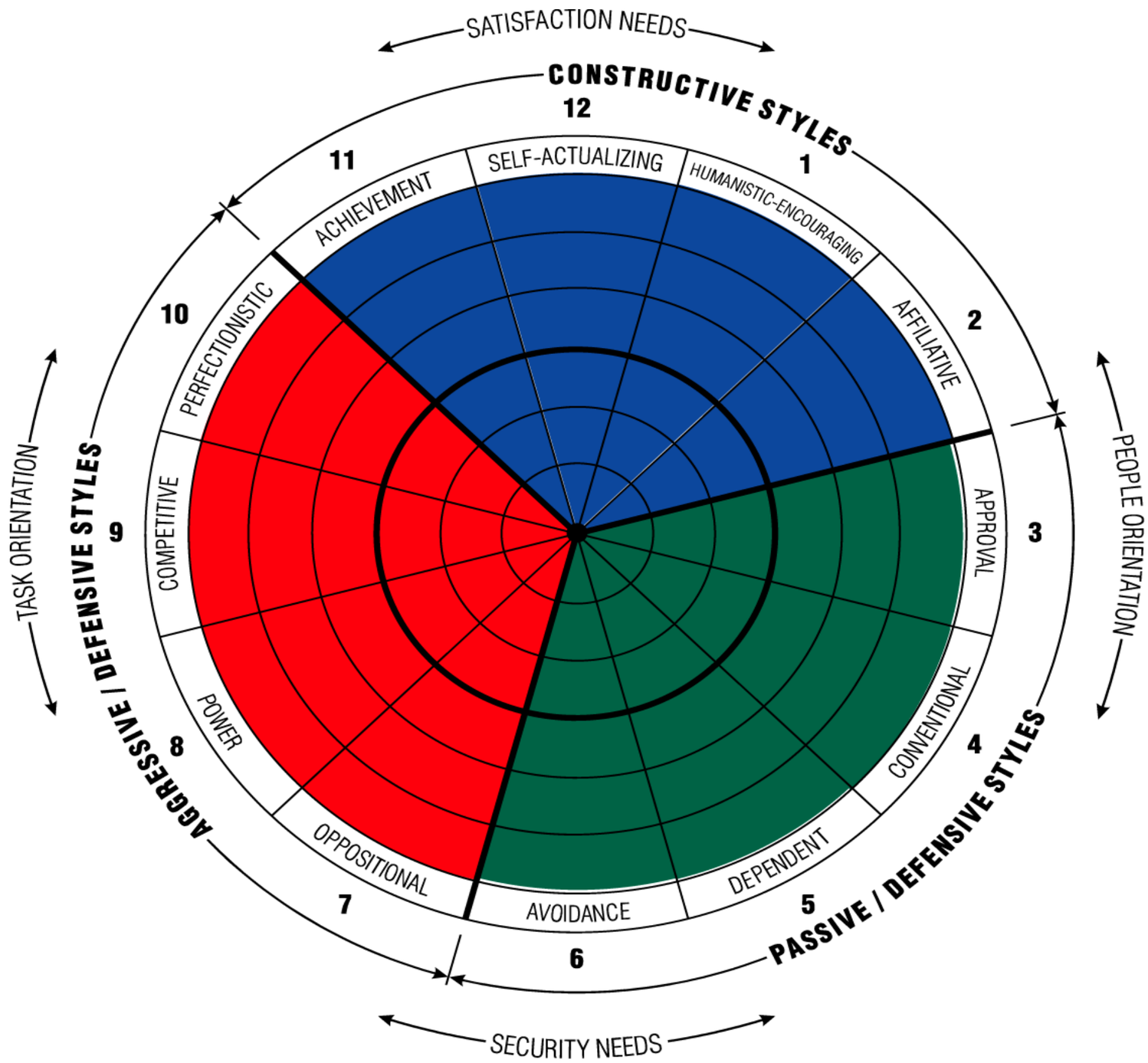
SATISFACTION NEEDS
CONSTRUCTIVE STYLES
12
1
2
3
4
5
6
7
8
9
10
11
SELF-ACTUALIZING
HUMANISTIC-ENCOURAGING
AFFILIATIVE
APPROVAL
CONVENTIONAL
DEPENDENT
AVOIDANCE
OPPOSITIONAL
POWER
COMPETITIVE
PERFECTIONISTIC
ACHIEVEMENT
PASSIVE / DEFENSIVE STYLES
AGGRESSIVE / DEFENSIVE STYLES
PEOPLE ORIENTATION
TASK ORIENTATION
SECURITY NEEDS