

# Your Inner Negotiators



**DREAMER**  
Possibilities



**Lookout**  
Perception



**THINKER**  
Perspectives



**Captain**  
Presence



**LOVER**  
People



**WARRIOR**  
Performance



**Voyager**  
Path

**WINNING  
FROM  
WITHIN**

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**MOBIUS**  
EXECUTIVE LEADERSHIP

# The Big Four

 <b>DREAMER</b>	 <b>THINKER</b>	 <b>LOVER</b>	 <b>WARRIOR</b>	
<b>Strength</b>	Creativity	Clarity	Compassion	Courage
<b>Provides</b>	Direction	Reflection	Connection	Protection
<b>Power Source</b>	Intuition	Reason	Emotion	Willpower
<b>Skills for</b>	Innovation	Analysis	Relationship	Accomplishment
<b>Business Analogy</b>	CEO	CFO or General Counsel	VP of HR	COO