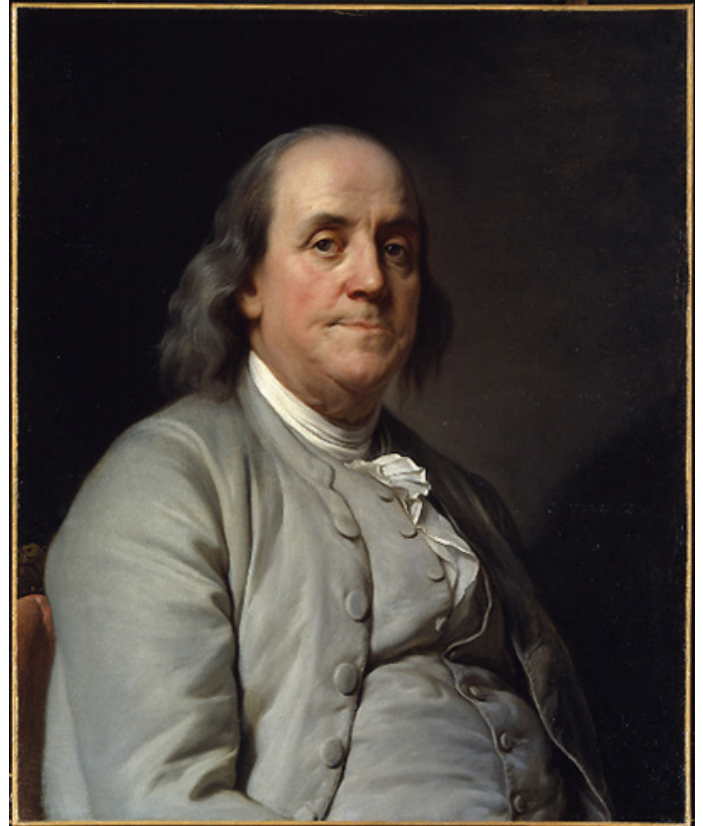


Ben Franklin Was What?

Benjamin Franklin is out flying a kite again. This time with a key attached. He was waiting for a huge thunderstorm with lightening, thunder and rain. He's got the storm now and he's in the middle of it flying that silly kite with the key hanging from the string. Is this guy nuts?

Ben is not nuts. He is just driven to learn about new things. He is very intense in what we call the "theoretical" motive. He approaches issues rationally. He likes collecting data. For example, what happens when the lighting hits the kite and travels down the string to the key? He is very intellectually oriented and his primary motive is to discover the truth. Poor Ben! He's getting soaked by the rain, but loves it because he is learning all kinds of things. Let's hope the lightning strikes only the kite and not him. One of the weaknesses of being "theoretical" is some times you get so wrapped up in collecting the data, you get lost in the data and forget about the broader mission; using the data.



Dr. Michael Abelson is a highly sought after speaker and consultant on how to effectively hire, manage, develop and lead people and teams. To learn more about opportunities for you to benefit from Dr. Abelson, his company or their psychological assessments go to www.TheAbelsonGroup.com/ or contact them directly through succeed@abelson.net or 979-696-2222.

