

# Productive to the Max

**P**roductivity

**P**erformance

**P**rofitability

## ***Your Desk Says it All***

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Remember the expression “clothes make the man” (or in this era of equal opportunity, the expression would be “clothes make the person”)? In other words, how you dress reflects the type of person you are. The same applies to the state of your desk. See if you can recognize yourself or others in the following descriptions:

#### Loner

Few personal touches decorate your desk. It has very little paper, is dominated by technology and is neat and organized. You are very good at your job; do not tolerate fools lightly and have very little patience. You are seen as a loner.

#### I’m very important

No small metal desk for you. Your large and imposing wood desk reveals your status. Neat piles of ongoing project papers are arranged seductively on top. You are energetic, focused and others find you intimidating. The large desk may provide a buffer for your defensive, insecure personality.

#### Artistic and Creative

Your colorful desk reflects your independent, flamboyant and imaginative nature. A lively agile mind hides behind the piles of books, papers, photos and ideas. You are spontaneous and impulsive yet can be extremely work-focused for long periods of time.

#### Crowning glory

Your slightly messy environment reflects how well you are doing personally, professionally, socially and financially. You are so busy being successful that you do not have time to clean up. You are endearing and friendly and your ambition can be reflected in a noisy, pushy and bossy nature.

Perception is reality. The perception of you is reflected in your environment and especially your desk. Take a look at these areas from the viewpoint of others. Does it actually reflect the image you are trying to project?