

THE WAGE EARNER	PRAGMATIST	THE PERFORMANCE TRIPPER	THE PRIMA DONNA
The job is a means of achieving a goal that is primarily about realising oneself during leisure.	Is loyal and conscientious and takes pride in carrying out the work so that it lives up to expectations, but primarily finds, however, her/his identity and source of satisfaction outside of work.	Is for her/his own sake willing to make sacrifices for the job. The key to the extrovert performance tripper is the recognition of others. The key to the introverted performance tripper is the curiosity and the desire to learn.	Is guided by a call, by the desire to make a difference. Has strong values and ideals concerning the job.
Works primarily to create a positive contribution-reward-balance (see page 457-459) as possible in her/his own favour.	Is very focussed on finding a balance between work and leisure and is very devoted to the development of social relations.	The job is a primary source of satisfaction and identity.	The job is a primary source of satisfaction and identity.
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FIGURE 6.32
The four archetypes of knowledge workers.