SOCIAL STYLES

How to work with ANALYTICAL Style

Take your time
Communicate clearly and concisely
Don't pressure for answers
Respect their process
Ask directly for their feedback
Give them space

Behaviors

Ask Assertive
More Controlled
Quiet
Logical
Reserved
Tentative
Gathers Facts
Considers & Studies Data

ANALYTICAL

Behaviors

Tell Assertive
More Controlled
Active
Determined
Forceful
Direct
Initiate Interaction
Focus Efforts on Goals & Objectives

DRIVING

How to work with DRIVING Style

Respect their time
Stick to facts
Follow up on promises
Show your competence
Earn their trust
Let them have some control

CONTROLS

ASKS

TELLS

EMOTES

AMIABLE

How to work with AMIABLE Style

Approach conflict carefully
Get to know him
Consider their perspectives
Draw out their opinions
Handle issues in private
Always be courteous

Ask Assertive
More Emoting
Approachable
Supportive
Less Demanding
More Agreeable
Seek Rapport
Easy Going

Behaviors

EXPRESSIVE

Tell Assertive
More Emoting
React Impulsively
Personable
Talkative
Opinionated
Show Positive & Negative Feelings

Behaviors

How to work with EXPRESSIVE Style

Laugh with them
Listen to their opinions
Think big picture
Recognize their contributions
Lighten up
Form a friendship