

Approaches to Work/Work Style

NORTH—ACTION

- Assertive, active, and decisive
- Likes to determine the course of events and be in control of professional relationships
- Quick to act; expresses a sense of urgency for others to act
- Enjoys challenges presented by difficult situations and people
- Thinks in terms of the bottom line
- Likes a quick pace and the fast track
- Perseveres; not stopped by hearing “No”; probes and presses to get at hidden resistances
- Likes variety, novelty, and new projects
- Comfortable being in front of a room or crowd
- Value-oriented phrases include “Do it now!,” “I’ll do it!,” and “What’s the bottom line?”

WEST—ANALYTICAL

- Understands what information is needed to assist in decision-making
- Seen as practical, dependable, and thorough in task situations
- Helpful to others by providing planning and resources; comes through for the team
- Moves carefully and follows procedures and guidelines
- Uses data analysis and logic to make decisions
- Weighs all sides of an issue; balanced
- Introspective and self-analytical
- Careful; thoroughly examines people’s needs in situations
- Maximizes existing resources; gets the most out of what has been done in the past
- Skilled at finding fatal flaws in an idea or project
- Value-oriented word is “objective”

EAST—VISION

- Visionary who sees the big picture
- Generative and creative thinker; able to think outside the box
- Very idea-oriented; focuses on future thought
- Makes decisions by standing in the future
- Insight into mission and purpose
- Looks for overarching themes and ideas
- Adept at problem-solving
- Likes to experiment and explore
- Appreciates a lot of information
- Value-oriented words are “option,” “possibility,” and “imagine”

SOUTH—EMPATHY

- Understands how people need to receive information in order to act upon it
- Integrates others’ input in determining direction of what’s happening
- Value-driven regarding aspects of professional life
- Uses professional relationships to accomplish tasks; interaction is primary
- Supportive of colleagues and peers
- Displays a willingness to take others’ statements at face value
- Feeling-based; trusts own emotions and intuition as truth
- Receptive of others’ ideas; team player; builds on ideas of others; non-competitive
- Able to focus on the present moment
- Value-oriented words are “right” and “fair”

Styles Taken to Excess

NORTH—ACTION

- May easily overlook process and comprehensive strategic planning when driven by need to act and decide
- May get defensive quickly, argue, and try to “out expert” you
- May lose patience; pushes for decisions before its time; avoids discussion
- May be autocratic; want things their way; has difficulty being a team member
- Sees things in terms of black and white; little tolerance for ambiguity
- May go beyond limits; gets impulsive; disregards practical issues
- Not heedful of others’ feelings; may be perceived as cold
- Has trouble relinquishing control; finds it difficult to delegate responsibilities
- Value-oriented phrase is “If you want something done, do it yourself!”

WEST—ANALYTICAL

- May be bogged down by information or analysis process at the expense of moving forward
- May become stubborn and entrenched in position
- May be indecisive, collect unnecessary data, become mired in details, or suffer from “analysis paralysis”
- May appear cold or withdrawn in respect to others’ working styles
- May have a tendency towards watchfulness or observation
- May remain withdrawn and distant
- May resist emotional pleas and change

EAST—VISION

- May put too much emphasis on vision at the expense of action
- May lose focus on tasks
- Poor follow-through on projects; can develop a reputation for lack of dependability or attention to detail
- Not time-bound; may lose track of time
- Tends to be highly enthusiastic early on, but burns out over the long haul
- Will not work on projects that do not have a comprehensive vision
- Easily frustrated and overwhelmed when outcomes are not in line with vision

SOUTH—EMPATHY

- May lose focus on goals when they believe relationships and/or needs of people are being compromised
- Has trouble saying “No” to requests
- Internalizes difficulty and assumes blame
- Prone to disappointment when relationship is seen as secondary to task
- Has difficulty consulting, confronting, and dealing with anger; may be manipulated by anger
- May over-compromise to avoid conflict
- Immersed in the “now”; loses track of time; may not see long-range view
- May become mired in the process at the expense of accomplishing goals