**Results of Communication Styles Survey**

My communication style is **Controller/Director**.

The bullet points that describe the **Controller/Director** that I relate and why are as follows:

* **Commander:**

Having served in the military and been a squad leader and platoon guide, I very much identify with this characteristic. I have studied leadership on my own including the brilliant war memoir of Colonel David Hackworth ***About Face****.* I feel I am also a natural leader and a bit charismatic, even. In any group situation, I always find myself guiding the group toward making a decision.

* **Decisive risk taker:**

I have proved my risking taking nature over and again. I have started and led three companies. I am willing to put my own time and money on the line to push an idea that I believe will help people and provide better ways to do things. I did this as a real estate entrepreneur in 2005 when I began a fledgling company to help homeowners get better financing from predatory banks. I also left an excellent job as a defense contractor with Raytheon in Saudi Arabia to build a virtual reality education technology startup in 2016. Neither endeavor came to successful fruition. However, I still find myself desiring to “put a dent in the universe,” as Steve Jobs so fearlessly admonished.

* **Likes to be where the action is:**

I find that while I have enjoyed becoming a programmer over the last two years, I miss being in the decision-making process of anything with greater significance. Though the efforts of the previous four years as founder and CEO of VR Dev Kids were long and hard, I very much enjoyed the process of demonstrating the value of virtual reality to administrators, teachers and students (probably around 10,000 people in all) throughout Utah, from Moab to Logan. I felt like I was surfing the crest of a wave of new technology that would ultimately change education for the better. I would like to get back on that wave sometime soon.

* **Take charge, enterprising, competitive, efficient approach:**

I find now that we have come out of the panic of 2020, I am eager to incorporate again. I believe that we will see greater change in the next ten years than we have in the past fifty years. That was said by Bill Gates, and I believe it is true. I often think thoughts like, “Someone will be starting a new billion-dollar company this year . . . Why not me?!” With that said, my previous experience as an entrepreneur and basically loosing everything sent me back to the drawing board. That board sent me down a path to become more effective and efficient businessman. The outcome of those musings earned me a master’s of science degree in data analytics so that I may better understand all of the data in front of me in the future. I will couple my passion for action with a better understanding of statistics and data so that I may succeed in building that successful game-changer in the near future.