



Your Least Favoured Style

Ei4Change

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You may have recognised your strongest behavioural style or you may have recognised that you have behavioural preferences with more than one style.

The important point is that we blend our preferences depending upon who we are with, the situation and the context. We use all four styles but most of us tend to have preferences for one or two of the styles.

To develop really effective interpersonal relationships we need to adapt our style to work with those of others. Building rapport with people who have a similar style or styles is easier than building rapport with someone who has your least favoured style.

What is your least favoured behavioural style?

Dominance

Influence

Steadiness

Compliance

Why do think that this is your least favoured behavioural style?

Thinking about influencing someone with this behavioural style, how would they like you to approach them?

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What would they like you to do?

What would they NOT like you to do?

What questions would you ask them to persuade or influence them to do something?

What statements and phrases would you use?

How would you get their commitment?

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