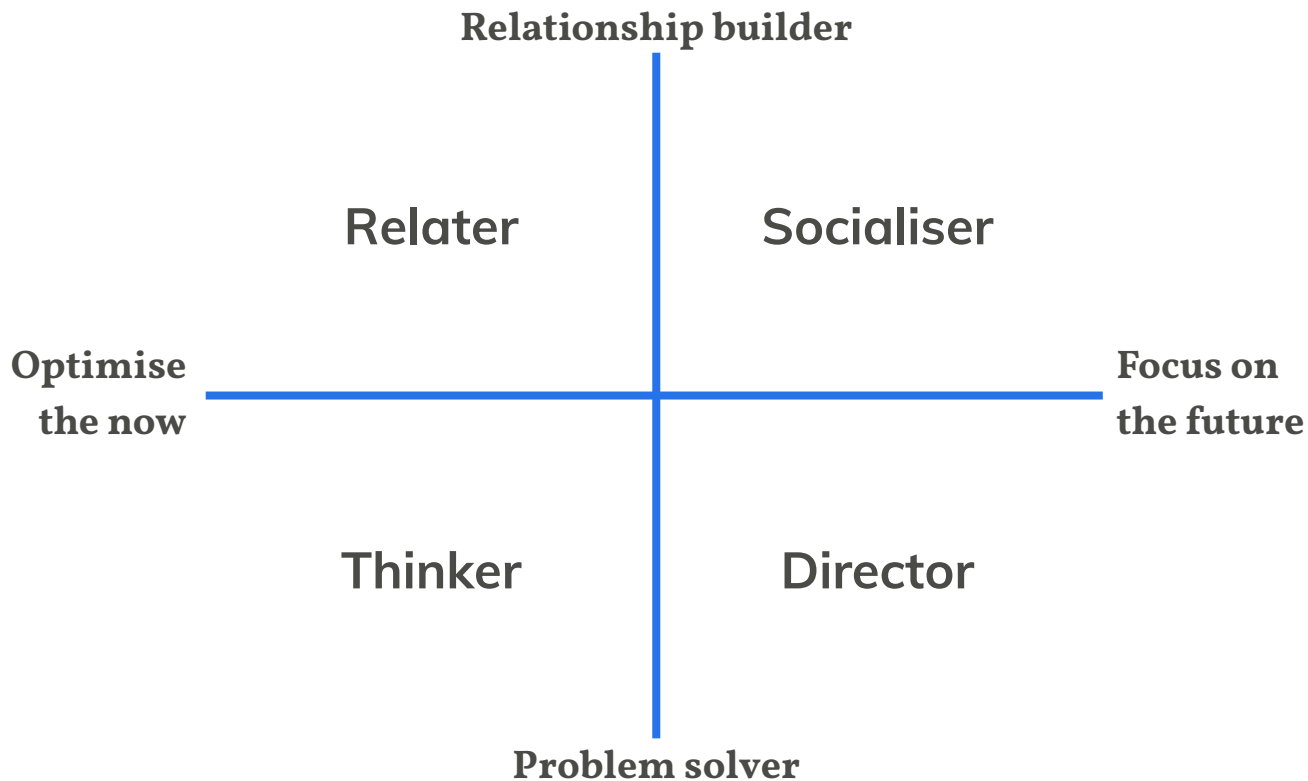


Map out other people's comms styles



Map out other people's comms styles



Directors...

- Readily accept challenges, with a laser focus on getting the right results and achieving their goals
- Feel at their best being in charge of other people and of the situation
- Move at a fast pace (often by themselves), whilst being very decisive
- Will ask for forgiveness, not permission, so as to get the job done as quickly as possible
- Like to do many things at the same time
- Don't display emotions or get upset easily

“I need to be in charge so I can get us to the goal quickly. Get on the bus or get out of the way.”

Relaters...

- Value close, friendly and personal relationships above everything else
- Are warm, supportive, loyal and reliable, so build up incredible levels of trust
- Can be slow to make decisions to avoid conflict or taking risks
- Always check how others feel before taking action and making decisions
- Are risk-averse and need time to think through and accept change
- Are great team players - they always share responsibilities and follow through

“Our relationships are the most important thing. Let's check in with everyone first.”



Map out other people's comms styles



Socialisers...

- Are dreamers who are really good at getting others excited about their vision
- Can influence people and build alliances to accomplish their goals
- Are friendly, enthusiastic, lively, warm and full of positivity
- Can think on-the-fly to come up with spontaneous actions and decisions
- Are very comfortable using their intuition, and are much less interested in facts
- Work quickly and enthusiastically with others (less so by themselves)

“What an amazing opportunity we have. We can easily do this and everyone will love it.”

Thinkers...

- Are detail-oriented and logical, and love to create perfect processes
- Take action only after doing research, making comparisons, determining risks and calculating margins of error
- Aren't interested in shiny things - they'll always choose function over form
- Work slowly and precisely (often alone), ideally in an organised and structured environment
- Are good listeners, speak precisely and are in control of their emotions

“When important problems need solving, I need the right data to make the right decisions.”

