



Communicating Effectively with Each Style

POSSIBILITIES/HY

- · Focus on big picture, context, future
- Be positive and upbeat
- · Share the greater purpose of tasks

Inspiring Unique Meaning

WHATACTION

- · Be clear, specific, to-the-point
- · Stick to business
- · Be direct and fast paced

Win Challenge Results

RELATIONSHIP/HO

- · Start with a personal connection
- · Be non-threatening & listen
- · Request, don't demand

Help me Guarantee Harmony

HNWSTRUCTURE

- · Be organized, prepared, precise
- · Show facts and data
- Allow more time for decisions

Analyze Control Proven

