

## WHAT EACH *style* BRINGS TO THE TEAM...

#	Style	Known For	Description	Behaviors
A	Analytic	Thoroughness	<ul style="list-style-type: none"> <li>Needs facts and data</li> <li>Objective</li> <li>Precise</li> <li>Attention to detail</li> </ul>	<p><b>Favorite Question:</b> <i>What?</i>  <b>Key Word:</b> Thinking  <b>Talking:</b> <i>I think...</i>  <b>Bottom Line:</b> Wants things done right.</p>
B	Driver	Outcomes	<ul style="list-style-type: none"> <li>Focused</li> <li>Confident, strong work ethic</li> <li>Organized</li> <li>Keep timelines</li> <li>Disciplined</li> </ul>	<p><b>Favorite Question:</b> <i>How?</i>  <b>Key Word:</b> Results  <b>Talking:</b> <i>I will...</i>  <b>Bottom Line:</b> Wants to know what and when.</p>
C	Amiable	Process	<ul style="list-style-type: none"> <li>Attention to process</li> <li>Inclusive</li> <li>Builds consensus</li> <li>Listens well</li> <li>Inquiry skills</li> </ul>	<p><b>Favorite Question:</b> <i>Why?</i>  <b>Key Word:</b> Feelings  <b>Talking:</b> <i>I feel...</i>  <b>Bottom Line:</b> Wants things done harmoniously.</p>
D	Expressive	Vision	<ul style="list-style-type: none"> <li>Optimistic</li> <li>Visionary</li> <li>Idea generator</li> <li>Innovative</li> <li>Humor</li> <li>Persuasive</li> </ul>	<p><b>Favorite Question:</b> <i>What if?</i>  <b>Key Word:</b> Ideas  <b>Talking:</b> <i>I want...</i>  <b>Bottom Line:</b> Wants things done within the context of the 'big picture'.</p>