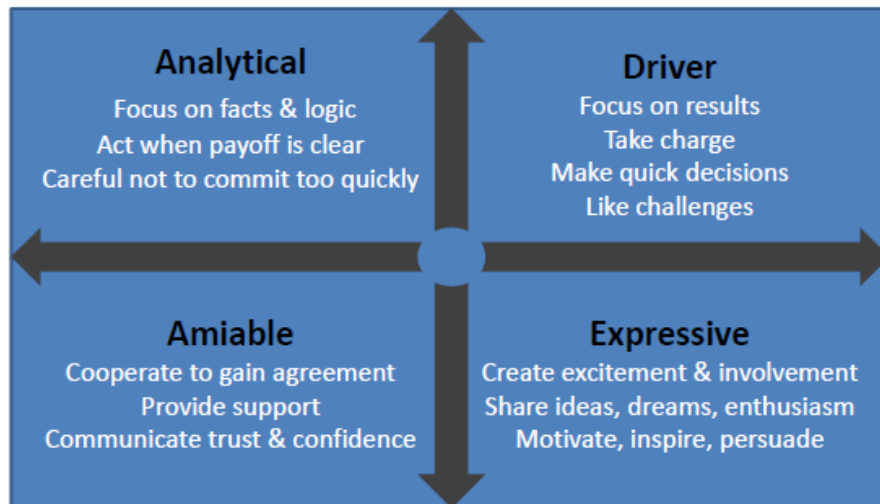
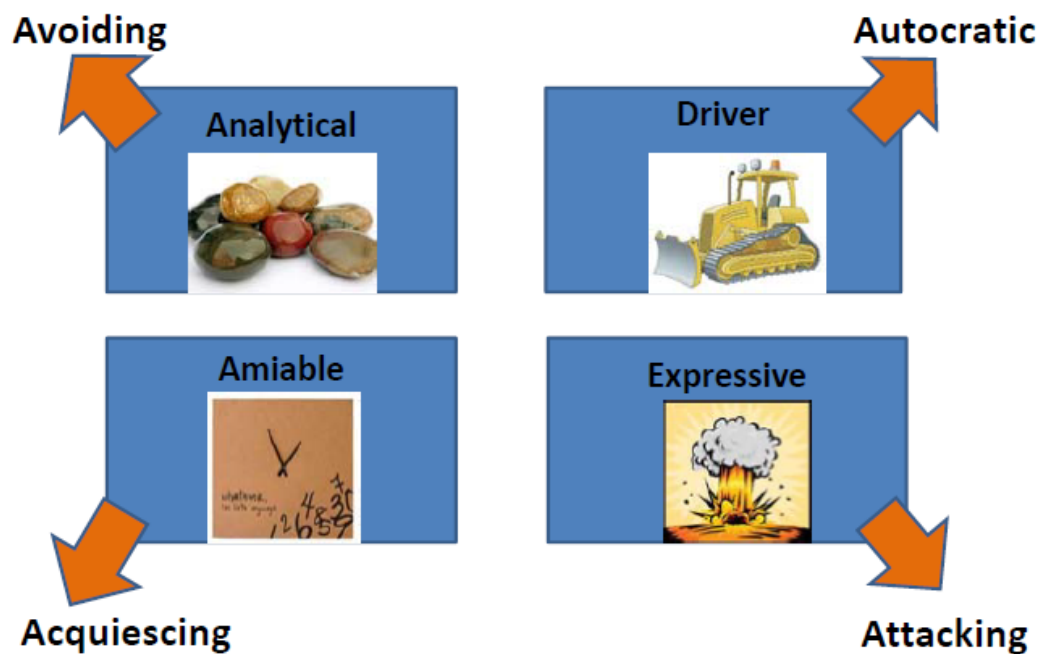


Review the Basics



Source: Social Styles Handbook - Wilson

Stress is High – Backup Styles



Putting it Together

Task * Less Responsiveness

Analytical

Gesture less forcefully
Leans backward
Intermittent eye contact
Speaks slowly
Speaks softly
Pauses frequently
States opinions carefully
Asks when delegating
Slower to address problems
Less confrontational
Takes more time to decide

Ask * Less Assertiveness

Shows little facial express
Uses fewer gestures
Sits & stands straight
Speaks with less inflection
Refers less to feelings
Uses facts & logic as rationale
More task oriented
More comfortable working alone
Speaks precisely
Limits small talk & stories

Driver

Gesture forcefully
Leans forward
Sustained eye contact
Speaks quickly
Speaks loudly or intensely
Pauses rarely
States opinions strongly
Tells when delegating
Quicker to address problems
More confrontational
Takes less time to decide

Tell * More Assertiveness

Shows more facial express
Talks with hands
Relaxes body posture
Speaks with inflection
Expresses feelings more
Uses opinions & people as rationale
Less task oriented
More comfortable working alone
Speaks casually
Makes small talk & tells stories

Amiable

Expressive

People * More Responsiveness

Source: Social Styles Handbook - Wilson