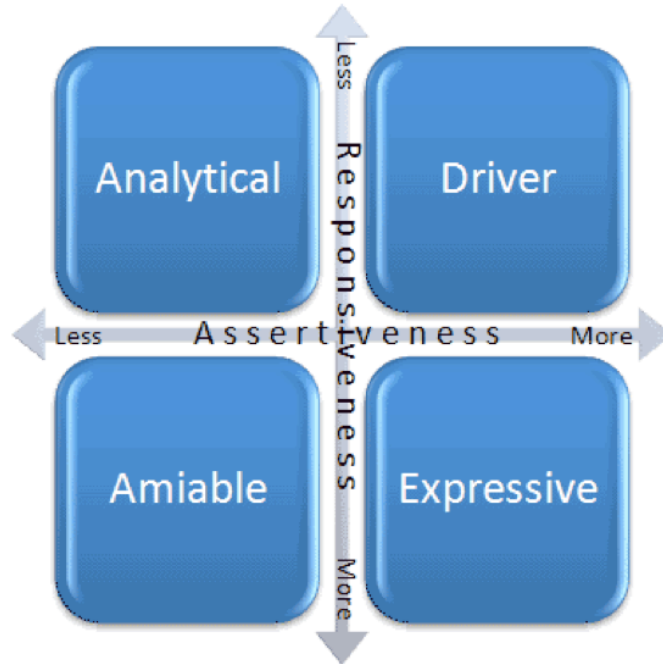


Each personality style has very distinct, and very predictable patterns of observable behavior, based on two key characteristics:

ASSERTIVENESS & REPSONSIVENESS.



<p>Analytical</p> <ul style="list-style-type: none"> - Takes time to do things right - Walks in even strides - Speaks slowly and distinctly - Seldom interrupts - Gathers all data prior to making decision - Precise, thorough, uses detailed facts - Expresses thoughts re task rather than personal feelings 	<p>↑ Controls Emotions</p>	<p>Driver</p> <ul style="list-style-type: none"> - Gets down to business quickly - Walks briskly - Speaks quickly, using change in tone - Often interrupts - Seeks options and efficiency - Processes info by evaluating facts and probability of success - Expresses thoughts re task rather than personal feelings
<p>← Asks</p>		<p>Tells →</p>
<p>Amiable</p> <ul style="list-style-type: none"> - Takes time to get to know you - Walks slowly and purposefully - Patient - Warm and friendly - Talks about relationships - Sensitive to others' feelings - Processes information by considering how it affects others 	<p>↓ Emotes</p>	<p>Expressive</p> <ul style="list-style-type: none"> - Moves rapidly to generate excitement - Walks and talks quickly - Energetic - Often interrupts - Can appear loud - Enjoys being the center of attention - Shares ideas, feelings, stories - Processes information with examples or analogies

KNOWING THIS can help you better **ASSESS & ADAPT TO** others.