

I, _____ WANNA BE ME!

R-O

- ❖ Likes to talk about family, friends, activities, and other personal information.
- ❖ Appreciates you taking time to develop a personal relationship or a work friendship.
- ❖ Likes to be given information verbally—preferably face-to-face
- ❖ Doesn't like to be pushed into making quick decision

- ❖ Likes to tell stories based on personal experience
- ❖ Will take time to develop a personal relationship or a work friendship with you
- ❖ Doesn't want a lot of detail—just key facts
- ❖ Tends to make decisions quickly based on large part on personal relationship.

S-P

- ❖ Prefers talking about the work situation at hand rather than making small talks.
- ❖ Likes to have lots of back-up data
- ❖ Doesn't like to be pushed into making quick decisions.
- ❖ Tends to analyze all the details before making a decision

F-P

- ❖ Wants to get down to business quickly
- ❖ Is more interested in getting the job done than in becoming your friend.
- ❖ May ask lots of questions; you feel like you 're being grilled
- ❖ Tends to make decisions quickly based on the facts—likes written summaries of key points.

T-O

HOW OTHERS SEE ME, _____!

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