

SUMMARY SHEET

OPEN

UNDERSTANDING BEHAVIOUR STYLES

INFLUENCER

<u>LIKES</u>	<u>STRENGTH</u>	<u>NEEDS</u>
POSITIVITY	PERSUASIVE	RECOGNITION
<u>DISLIKES</u>	<u>WEAKNESS</u>	<u>FOCUS</u>
CONFLICT	DISORGANISED	ENJOYMENT

Intuitive, Impulsive, Persuasive, Social

INCLUDER

<u>LIKES</u>	<u>STRENGTH</u>	<u>NEEDS</u>
HARMONY	COUNSELLING	ACCEPTANCE
<u>DISLIKES</u>	<u>WEAKNESS</u>	<u>FOCUS</u>
INSENSITIVITY	RISK AVERSE	TRUST

Empathic, Considered, Helpful, Collaborative

FAST / DIRECT

C

SLOW / INDIRECT

A



ACHIEVER

<u>LIKES</u>	<u>STRENGTH</u>	<u>NEEDS</u>
WINNING	DECISIVE	CONTROL
<u>DISLIKES</u>	<u>WEAKNESS</u>	<u>FOCUS</u>
TIME-WASTING	IMPATIENT	RESULTS

Independent, Decisive, Directive, Competitive

ANALYSER

<u>LIKES</u>	<u>STRENGTH</u>	<u>NEEDS</u>
PREDICTABILITY	ANALYTICAL	PROCESS
<u>DISLIKES</u>	<u>WEAKNESS</u>	<u>FOCUS</u>
BEING WRONG	CRITICAL	ACCURACY

Introverted, Analytical, Persistent, Cautious

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CLOSED