

OVERVIEW OF THE STYLES

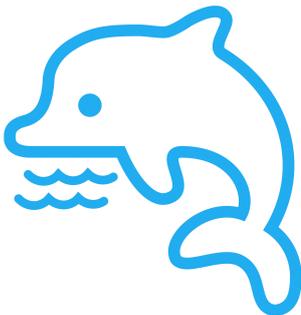
the BIG PICTURE



- Action oriented and likes to be involved.
- Works on tasks quickly and sometimes without thinking.
- Believes life is to be enjoyed.
- Won't participate unless it's 'fun'.
- Wants things 'now'.
- Asks for forgiveness and not permission.
- Adapts well to change.
- Deadlines, boredom and authority create stress.
- Needs to 'see, touch, taste and smell' to experience.
- 'Just do it' mentality.



- Loves to learn about anything.
- Likes to analyze and problem solve.
- Sees the "big picture".
- Prefers to work independently and needs time alone.
- Doesn't like to be rushed.
- Seeks 'information' not 'feelings'.
- Doesn't like small talk.
- Is a perfectionist.
- Values intelligence.
- Has deep feelings but often keeps buried.



- Is aware of people and their feelings.
- Enjoys praise and affection.
- Is a "people person"
- Likes working in groups.
- Is a team player.
- Can change their style to adapt to others around them.
- Makes an effort to see everyone's point of view.
- Is sensitive to criticism and rejection – can take things personally.
- Likes to motivate and inspire others.



- Pays close attention to detail.
- Is organized, accurate and dependable.
- Has a strong sense of right and wrong.
- Plans ahead. Keeps lists.
- Honors commitments.
- Is practical and sensible.
- Likes structure and organization.
- Enjoys recognition of efforts.
- Is great at follow through.
- Can't have fun until all the work is done.