

# Summary of Styles



FACTORS:	Expressive	Driver	Amiable	Analytical
<b>How to Recognize:</b>	They get excited.	They like their own way; decisive & strong viewpoints.	They like positive attention, to be helpful & to be regarded warmly.	They seek a lot of data, ask many questions, behave methodically & systematically.
<b>Tends to Ask:</b>	Who? (the personal dominant question)	What (the results oriented question.)	Why? (the personal non-goal question.)	How? (the technical analytical question.)
<b>What They Dislike:</b>	Boring explanations/wasting time with too many facts.	Someone wasting their time trying to decide for them.	Rejection, treated impersonally, uncaring & unfeeling attitudes.	making an error, being unprepared, spontaneity.
<b>Reacts to Pressure and Tension By:</b>	"Selling" their ideas or argumentative.	Taking charge taking more control.	Becoming silent, withdraws, introspective.	Seeking more data & information.
<b>Best way to Deal With:</b>	Get excited with them. Show emotion.	Let them be in charge.	Be supportive; show you care.	Provide lots of data & information.
<b>Likes To Be Measured By:</b>	Applause, feedback, recognition.	Results, Goal-oriented.	Friends, close relationships.	Activity & busyness that leads to results.
<b>Must Be Allowed To:</b>	Get ahead quickly. Likes challenges.	Get into a competitive situation. Likes to win.	Relax, feel, care, know you care.	make decisions at own pace, not cornered or pressured.
<b>Will Improve With:</b>	Recognition & some structure with which to reach the goal.	A position that requires cooperation with others.	A structure of goals & methods for achieving each goal.	Interpersonal and communication skills.
<b>Likes to Save:</b>	Effort they rely heavily on hunches, intuition, feelings.	Time. They like to be efficient, get things done now.	Relationships. Friendship means a lot to them.	Face. They hate to make an error, be wrong or get caught without enough info.

**For Best Results:**

**Inspire them to bigger & better accomplishments.**

**Allow them freedom to do things their own way.**

**Care & provide detail, specific plans & activities to be accomplished.**

**Structure a framework or "track" to follow.**