



## Communication Style Inventory

AREA	I _____	II _____	III _____	IV _____
<b>Interests</b>	status quo	making good impression	figures/facts	results
<b>Personality</b>	easy going	outgoing	distant	dominating
<b>Eye contact</b>	tentative	warm	glancing	piercing
<b>Gestures</b>	reserved	open	closed	impatient
<b>Communication</b>	practical	expressive	controlled	direct
<b>Voice</b>	unemotional	animated	reserved	sharp
<b>Attitude</b>	non-aggressive	trusting	critical	confident
<b>Talking</b>	about current need	about experiences	about details	about results
<b>Key Characteristics</b>	people-oriented lower energy	people-oriented higher energy	task-oriented lower energy	task-oriented higher energy
<b>Responsiveness</b>	controlled	extrovert	introvert	short/quick answers
<b>Concerns</b>	dependability/cost	color/style	technical/details	quality/profit
<b>Fears</b>	change	confrontation	criticism	loss of control
<b>Goals</b>	steadiness	good relationships	being right	success
<b>Pace</b>	low energy/moderate	high energy/enthusiasm	low energy/control	high energy/fast
<b>Decision-making</b>	indecisive	impulsive	methodical	decisive
<b>Dress</b>	traditional	stylish	conservative	formal
<b>Personal Style</b>	functional	sporty	appropriate	impressive
<b>Weakness</b>	lack of intensity	organization	people skills	dictatorial
<b>Strength</b>	flexibility	relationships	analysis	gets things done
<b>TOTALS</b>				

## Communication Styles Defined

	<b>THE DOLPHIN - Can't we all just _____?</b>
<p><b>PROS</b></p> <ul style="list-style-type: none"> <li>• Great listener</li> <li>•</li> <li>• Caring</li> <li>•</li> <li>• Empathetic</li> <li>•</li> </ul>	<p><b>CONS</b></p> <ul style="list-style-type: none"> <li>•</li> <li>• Slow to make decisions</li> <li>•</li> <li>• Needs to be liked</li> <li>•</li> <li>• Needs consistency</li> </ul>
	<b>THE LABRADOR - Can't we all just _____?</b>
<p><b>PROS</b></p> <ul style="list-style-type: none"> <li>• Creative</li> <li>•</li> <li>• Enthusiastic</li> <li>•</li> <li>• Influential/Persuasive</li> <li>•</li> </ul>	<p><b>CONS</b></p> <ul style="list-style-type: none"> <li>•</li> <li>• Disorganized</li> <li>•</li> <li>• No follow through</li> <li>•</li> <li>• Emotional</li> </ul>
	<b>THE FOX - Can't we all just _____?</b>
<p><b>PROS</b></p> <ul style="list-style-type: none"> <li>• Analytical</li> <li>•</li> <li>• Detail-oriented</li> <li>•</li> <li>• Organized</li> <li>•</li> </ul>	<p><b>CONS</b></p> <ul style="list-style-type: none"> <li>•</li> <li>• Overly Critical</li> <li>•</li> <li>• Slow to decide</li> <li>•</li> <li>• Afraid to be wrong</li> </ul>
	<b>THE LION - Can't we all just _____?</b>
<p><b>PROS</b></p> <ul style="list-style-type: none"> <li>• Produces quick results</li> <li>•</li> <li>• Makes decisions</li> <li>•</li> <li>• Sees the "Big Picture"</li> <li>•</li> </ul>	<p><b>CONS</b></p> <ul style="list-style-type: none"> <li>•</li> <li>• Poor Listener</li> <li>•</li> <li>• Direct/Assertive</li> <li>•</li> <li>• Confrontational</li> </ul>