

Communication Styles/Strengths - Cheat Sheet

RIGHTPATH Classic/D.I.S.C.	DIRECTING Choleric (D)	ENGAGING Sanguine (I)	HARMONIOUS Phlegmatic (S)	METHODICAL Melancholy (C)
Behavior Pattern	Controlled teller	Emoting teller	Emoting asker	Controlled asker
Primary Asset	Controlling	Motivating	Supportive	Systematic
Measure of Personal Value	Accomplishment Track record Measurable progress	Recognition Acknowledgement Applause Compliments	Approval Depth of relationships Compatibility w/others	Respect Precision Accuracy Activity
Priority	Tasks: The results	Relationships: Interacting	Relationships: Maintaining	Tasks: The process
Seeks	Productivity	Recognition	Attention	Accuracy
Wants to Be	In charge	Admired	Liked	Correct
Wants to Maintain	Success	Status	Relationships	Credibility
Decisions Are	Decisive	Spontaneous	Considered	Deliberate
Gains Security by	Control	Flexibility	Close relationships	Preparation
Achieves Acceptance by	Leadership Competition	Playfulness Stimulating environment	Conformity Loyalty	Correctness Thoroughness
Fears	Loss of control	Loss of prestige	Confrontation	Embarrassment
Irritated by	Inefficiency Indecision Wasted time	Boredom Routine	Insensitivity Impatience	Surprises Unpredictability
Under Tension will	Dictate Assert	Attack Be sarcastic	Submit Acquiesce	Withdraw Avoid
Appearance	Businesslike Functional	Fashionable Stylish	Casual Conforming	Formal Conservative
Work Space	Busy Formal Efficient Structured	Stimulating Personal Cluttered Friendly	Personal Relaxed Friendly Informal	Structured Organized Functional Formal
Pace	Fast Decisive	Fast Spontaneous	Slow Easy	Slow Systematic
Needs Climate that	Responds	Collaborates	Processes	Describes
Wants you to be	Efficient To the point	Stimulating Interesting	Cooperative Pleasant	Accurate Precise
Support Their	Goals Conclusions Actions	Ideas Visions Intuitions	Feelings Relationships	Thoughts Principles
Let Them Save	Time	Effort	Concern	Face
To Persuade, Provide them with	Options Information on what it does, by when	Quality Information on how it will enhance their status	Assurance Information on how it will affect their personal circumstances	Evidence Information on how they can logically justify
Follow up with	Results	Support	Attention	Service
Weakness	Gentleness	Self Discipline	Initiative	Joyfulness