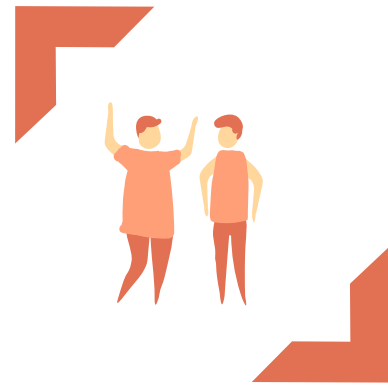


## Communication Styles Quick Reference Guide

### EXPRESSIVE

- Speaks Quickly
- Moves Quickly
- Louder
- Busy gestures
- High Energy
- "I" focused
- Who and What questions?
- Direct
- Decision made fast using gut and emotion
- Scattered thoughts



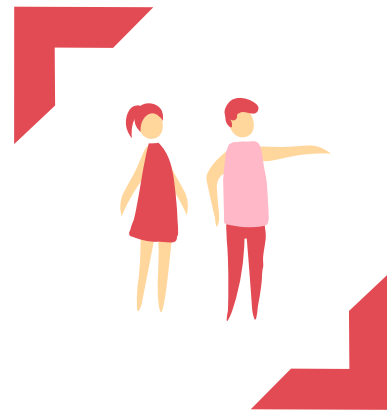
### AMIABLE

- Speaks more slowly
- Moves more slowly
- Quieter
- Open gestures
- Lower Energy
- "others" focused
- Who and How questions?
- Avoid conflict
- Decision made slower and through consensus and feelings



### DRIVER

- Speaks Quickly
- Moves Quickly
- Louder
- High Energy
- Direct gestures
- What and When questions?
- Direct
- More task oriented
- Focused on outcomes
- Fast rational decision making
- Enjoys conflict



### ANALYTICAL

- Speaks more slowly
- Moves more slowly
- Quieter
- Lower Energy
- Minimal gestures
- Upright posture
- How and Why questions
- Detailed
- Task oriented
- Focused on process and evidence
- Considered. Low risk logical decision making

