

# Communication Exercise

To communicate more effectively with \_\_\_\_\_ I need to do the following:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_

\_\_\_\_\_ is probably a \_\_\_\_\_

(D, I, S or C)

Benefits I will receive by adapting my style to communicate more effectively with \_\_\_\_\_ are:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

	<b>D</b> <b>Dominance</b>	<b>I</b> <b>Influence</b>	<b>S</b> <b>Steadiness</b>	<b>C</b> <b>Conscientious</b>
Extrovert Introvert	E	E	I	I
People Task	T	P	P	T
Direct Indirect	D	I	I	D
Pace	Fast	Fast	Moderate	Moderate
Looking for				
Tone				
Gestures				
High/Low Risk				
Quick/Slow Decisions				