BEHAVIORAL STYLES

High
Fast Pace

DOMINANCE
- High ego strength
- Strong-willed
- Decisive
- Efficient
- Desires change
- Competitive
- Independent
- Practical

Pushy
Impatient
Domineering
Attacks first
Tough
Harsh

INFLUENCE
- Emotional
- Enthusiastic
- Optimistic
- Persuasive
- Animated
- Talkative
- People oriented
- Stimulating

Disorganized
Undisciplined
Manipulative
Excitable
Reactive
Vain

STYLE FLEXIBILITY

ASSERTIVENESS

Picky
Stuffy
Critical
Judgmental
Fears criticism
Slow to make decisions

Unsure
Insecure
Awkward
Possessive
Conforming
Wishy-Washy

CONSCIENTIOUSNESS
- Perfectionist
- Sensitive
- Accurate
- Persistent
- Serious
- Needs much info
- Orderly
- Cautious

STEADINESS
- Dependable
- Agreeable
- Supportive
- Accepts change slowly
- Contented
- Calm
- Amiable
- Reserved

Low
Slower Pace

Low	High
Task Oriented	Relationship Oriented

← **RESPONSIVENESS** →