

Communicating with VALUES[®]

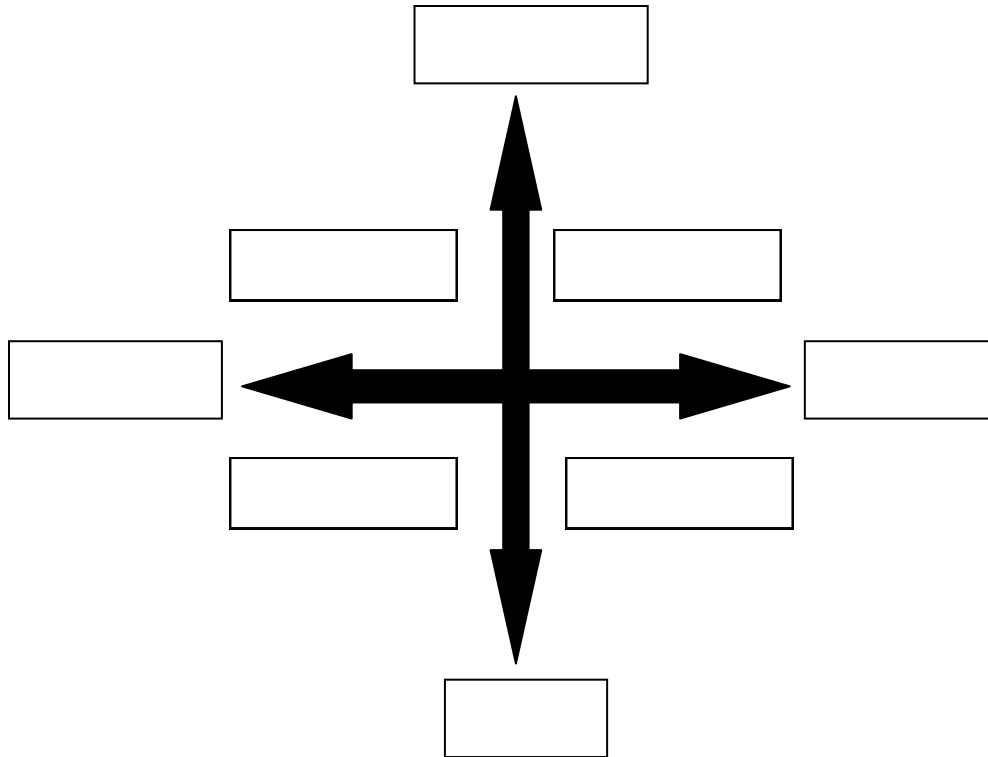
Personality Styles

Name _____

Dominance	Influencing	Steadiness	Compliance
Decisive	Charismatic	Self-Controlled	Reserved
Initiating	Outgoing	Accommodating	Quiet
Forceful	Gregarious	Humble	Thorough
Assertive	Persuasive	Mild-mannered	Restrained
Competitive	Participative	Good Listener	Cautious
Goal Oriented	Optimistic	Easy going	Introverted
Authoritative	Stimulating	Unassuming	Serious
Independent	Enthusiastic	Deferential	Sincere
Daring	Communicative	Dependable	Thinker
Quick	Demonstrative	Peaceful	Disciplined
Overbearing	Impulsive	Careful	Shy
Abrasive	Superficial	Lenient	Introspective
Confident	Unrealistic	Unsure	Careful
Blunt	Indifferent	Modest	Analytical
Demanding	Friendly	Non-demonstrative	Reflective
Poor Listener	Spontaneous	Non-confrontational	Creative
Dictatorial	Sharing	Focused	Composed
Gregarious	Trusting	Passive	Imaginative
Total:	Total:	Total:	Total:

Understand

Personality Styles



Dominance: ambitious, forceful, decisive, direct, aggressive, driving

Influencing: optimistic, enthusiastic, warm, demonstrative, convincing, sociable

Steadiness: patient, positive, deliberate, steady, relaxed, possessive.

Compliance: analytical, cautious, exacting, neat, careful, restrained