

Personality Styles Overview updated April 2017 Copy Free

Fast Pace ----- Slow Pace



- High Ego Strength Confident
- Strong –willed
- Decisive
- Efficient
- Desire change
- Competitive
- Independent
- Practical
- Direct

- Pushy
- Impatient
- Demanding
- Domineering
- Attacks 1st
- Tough
- Harsh
- Sharp
- Pressing

- **Emotional**
- Enthusiastic
- Optimistic
- Persuasive
- Animated
- Talkative
- People Oriented Friendly
- Stimulating
- Talkative

*Friendly
 Fun
 Talks a lot- freely
 Fast*

Tells everyone
 Drama
 Public Venting

- Big Talker
- Disorganized
- Undisciplined
- Excitable
- Reactive
- Vain
- Manipulative
- Whiners

INFLUENCER

*Direct
 Bullets
 Get to the point
 Fast - Quick*

DRIVER

Checks out
 Disappear

- Perfectionist
- Sensitive
- Accurate
- Persistent
- Serious
- Needs much information
- Orderly
- Cautious
- Policy oriented

*Descriptive
 Paragraphs
 Detailed
 Methodical
 Give me Facts*

- Stuffy
- Picky
- Judgmental
- Slow to Make Decisions
- Critical
- Fears Criticism
- Rigid

Stays to Fight
 Sues – Torments

CONSCIENTIOUS

- Dependable
- Agreeable
- Supportive
- Accepts change slowly
- Contented
- Calm
- Amiable
- Reserved
- Stabilizer
- Anchor

*Listener
 Non-Disclosure
 Take your time
 Calming*

- Unsure
- Wishy-Washy
- Awkward
- Possessive
- Conforming
- Insecure

Walks out
 Explosive

SUPPORTER

TASK ORIENTED

RELATIONSHIP ORIENTED

Under Stress

Communication Preference

Under Extreme Stress