

Your Working Styles: Characteristics

High Responsiveness

Amiable Style

Slow at taking action & making decisions
Likes close personal relationships
Dislikes interpersonal conflict
Supports & "actively" listens to others
Weak at goal setting/self direction
ability to gain support from others
Works slowly & cohesively with others
Seeks security & a sense of belonging
Good counseling skills

Expressive Style

Spontaneous actions & decisions
Likes involvement
Dislikes being alone
Exaggerates & generalizes
Tends to dream, gets others caught up in it Excellent
Jumps from one activity to another
Works quickly & excitingly with others
Seeks esteem & a sense of belonging
Good persuasive skills

Low Assertiveness

Analytical Style

Cautious actions & decisions
Likes organization & structure
Dislikes involvement with others
Asks many questions about specific details
Prefers objective, task oriented work environment
Wants to be right/relies too much on data collection
Works slowly & precisely, alone
Seeks security & self-actualization
Good problem solving skills

High Assertiveness

Driver Style

Firm actions & decisions
Likes control
Dislikes inaction
Prefers maximum freedom to manage self/others
Cool & independent, competitive with others
Low tolerance for feelings/attitudes/advice from others
Works quickly & impressively alone
Seeks esteem & self-actualization
Good administrative skills

Low Responsiveness