**COMMUNICATION STYLES**

**High assertiveness - fast**

**(Tells)**

***Expressiveness***

**Low expressive**

**Controls emotion**

**Task oriented**

**High expressive**

**Displays emotion Relationship oriented**

**Low assertiveness - slow**

**(Asks)**

**Analytical**

**Loves details**

**Facts & figures**

**Whole picture**

**Process oriented**

**Devil’s advocate**

**Likes proof**

***Receives input best:***

***definitive data, statistics***

**Amiable**

**Great listeners**

**Supportive**

**Cautious**

**Deliberate**

**Trustworthy**

**Builds bridges**

***Receives input best:***

***How relates to people***

**Expressive**

**Moves quickly**

**Enthusiastic**

**Innovative**

**Outgoing**

**Risk taker**

**Inspires people to act**

***Receives input best:***

***relate to previous experience***

**Driver**

**Goal oriented**

**Organized**

**Quick paced**

**Organizers**

**Tell you what they want**

***Receives input best:***

***short, concise presentation***

***Assertiveness***