

Showing to Close



Recognizing their Style

OUTGOING



Dominant
Direct
Demanding
Decisive
Determined
Doer
D _____

- I may seem _____ to you.
- Expect me to use _____ gestures.
- I may _____ you.
- My tone tends to be _____ and _____.

**T
A
S
K**



Inspiring
Influencing
Impressionable
Interactive
Impressive
Involved



- I may seem _____ to you.
- Expect me to use _____ gestures.
- I may be _____ you.
- My tone tends to be _____ and _____.

**P
E
O
P
L
E**

- I may seem _____ to you.
- Expect me to use _____ gestures.
- I may focus on _____.
- My tone tends to be _____ and _____.

- I may seem _____ to you.
- Expect me to use _____ gestures.
- I may prefer _____ you.
- My tone tends to be _____ and _____.



Cautious
Calculating
Competent
Conscientious
Contemplative
Careful
C _____

Supportive
Stable
Steady
Sweet
Status quo
Shy



RESERVED

S _____

