Effective Communication: What’s Your Strong Suit?

Chuck Gallagher

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What’s Your Strong Suit?

Communicating Effectively
Scott

Where are you?
Visual

Auditory

Kinesthetic
Past

Present

Future

Move Toward

Move Away
Judger

Perceiver

Internal

External
Now Exercise Time

Analytics
Common Characteristics

- Wants to see back up reports
- Keep asking for more information
- Very precise and cautious
- Like order
- Come to conclusions slowly, painstakingly
- More concerned with getting things right than getting things done
- More concerned with consistency than excitement
- Often process information they get without showing any visible emotion
- Take their time thinking through issues
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**Analytics**

*Style Positives*

- Neat and orderly
- Disciplined
- Diligent; nothing gets by them
- Very careful and precise
- High tolerance for small details

*Style Negatives*

- Picky
- Too detailed; gets bogged down
- Too cautious
- Rigid and rule bound
- Perfectionist
- Pessimistic
Drivers
Common Characteristics

♦ Results oriented
♦ Impatient
♦ Clear about what they want
♦ Ready to make decisions
♦ Self-assured and confident
♦ Speed oriented; they speak and move quickly
♦ Often do more than one thing at a time
♦ Need to be in control
♦ Independent and strong-willed
♦ Goal oriented, cool and competitive
♦ Accept challenges and love to solve problems
♦ Take authority and question the status quo
♦ Want immediate results

Drivers
Style Positives

♦ Gets things done
♦ Effective
♦ Makes quick decisions; decisive
♦ Persistent, not easily thrown off course
♦ Gets results fast
♦ Loves to solve problems
♦ Takes charge
♦ Likes tests and challenges, loves to win
Drivers
Style Negatives

- Bossy and pushy
- Insensitive to others
- Impatient
- Poor listener
- Underestimates risks
- Takes on too much
- Very demanding of others
- Dominates discussions

Expressives
Common Characteristics

- Have a lot of creative ideas
- Very bubbly and talkative
- Enthusiastic
- Think big
- Want to do something that no one has ever done before
- Impulsive decision-makers who go by their gut
- Like the limelight and lover to be the center of attention
- Sometimes shift fast from one thing to another if the second is more exciting
- Ideas show a lot of imagination
- Highly competitive and love contests or competition
Expressives

Style Positives

- They are fun to work with
- Typically optimists
- Articulate
- Make a good first impression
- Create a lively, entertaining environment
- Have a lot of energy

Style Negatives

- Unpredictable, having highs and lows
- Over-sell themselves and their ideas because they talk too much
- Can be seen as manipulative
- Jump to conclusions because they are impulsive
- Over commit to things because they love every new idea they hear
Amiabales
Common Characteristics

♠️ Listen a lot
♠️ Seem very friendly
♠️ Feel human interest stories will appeal to people
♠️ Mediators
♠️ Try to keep conflict from arising
♠️ Confirming to the group
♠️ Agreeable, supportive and polite
♠️ Follow the rules
♠️ Change their minds readily because the last person they spoke to is the one who is most influential
♠️ Conversational and ask personal questions

Amiabales
Style Positives

♠️ Supportive, warm, loyal
♠️ Good listeners
♠️ Tolerant of others
♠️ Makes great efforts to get along
♠️ Self-sacrificing
♠️ Even tempered, laid back
♠️ Neighborly, kind
♠️ Strong nurturers
Amiables

Style Negatives

♣ Too deep a need to keep everyone happy
♣ Avoid conflict
♣ Waffling and indecisive
♣ Change resistant to processes and procedures

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14
The ability to influence behavior is fundamentally created by the power to establish **RAPPORT**
If you’d like a copy of these Slides Text Strong Suit to 72000

Questions? Thank you!

Up Next:
3:00-4:00 pm
Interactive break in Canyon 1-6

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