

# How do we communicate?

1

We communicate directly and succinctly with a focus on accuracy, efficiency, and results. We are very open, social and relaxed in our communication and tend to process information out loud.

We communicate by finding common ground and connections with others. We value others and are very respectful. Our outward style of communication helps to make others feel comfortable.

Communication Styles Work

**A**

**B**

We communicate through direct articulation of goals. We are clear, concise and remain on task to get things done. We tend to process information in our heads.

We communicate with data and information. We're good at observing and listening and we ask questions to elicit information. Our inward style of communication allows us to analyze and synthesize data efficiently.

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# How do we like to receive communication?

1

We prefer clear and to-the-point communication and have a need for dialogue and exchange.

We like to establish relationships through warm, direct conversation. We prefer honest and open-minded dialogue and have little tolerance for dishonesty and people with an agenda.

**A**

**B**

We prefer a brief ice-breaker but then get to the point.

We require facts and information; show us the data. We appreciate effective stories but they should be clear and focused

2

# How can we be recognized in a meeting?

1

We lead the direction of discussions.  
We have a tendency to interrupt others and may go off on tangents.

We are actively engaged in process and outcome. We like to make sure everyone is included.

**A**

**B**

We ask questions for clarification and interrupt others to keep on task. We contribute if it's on target, otherwise we listen intently. We have a tendency to take charge of things.

We are quiet types and are interested in facts and data. We take notes and ask questions to get more information. We listen at different levels and notice body language and things that are not said.

2