

**Which style are you?  
Which styles are your employees?  
How is that going for you?**

**D Dominance Style (Driver)**

Competitive, decisive, demanding, aggressive, forceful, results-oriented, strong-willed, self-starter, daring, determined, ambitious, energetic, impatient, authoritative, visionary, hard-charging, confrontational, risk-taker, fighter, controlling, abrupt, goal-oriented, bold, independent.

D's like variety, challenge, new opportunities, making their own decisions, to be in charge, little or no supervision, change, freedom, going straight to the bottom line.

**I Influence Style (Socializer)**

Expressive, persuasive, emotional, good mixer, outgoing, confident, personable, sociable, talkative, manipulating, self-promoting, good negotiator, likeable, people-oriented, passionate, fun-loving, creative, active, spontaneous, open-minded, energetic.

I's like talking, brainstorming, recognition, positive feedback, frequent interaction with people, a fun work environment, activity, socializing, quick decisions and action.

**S Supportive Style (Relater)**

Steady, sincere, friendly, relaxed, understanding, predictable, amiable, passive, complacent, supporting, stabilizing, patient, team-oriented, helpful, consistent, cooperative, empathic, reasonable, loyal, organized, non-confrontational, reliable, even-tempered, polite, calm, methodical, sensitive, moderate, humble, quiet, unassuming.

S's like being appreciated, clearly defined responsibilities, job security, an orderly, predictable work environment, harmony, personal privacy

**C Compliance Style (Analyzer)**

Conscientious, precise, cautious, structured, systematic, diplomatic, conforming, exacting, conservative, perfectionist, detail-oriented, critical, judgmental, task-oriented, accurate, restrained, methodical, evasive, solitary, observant, courteous, careful, orderly, focused, defensive, businesslike.

C's like to work alone without distractions and interruptions, low-risk decisions, the time and resources to do the job right, facts, logic, objectivity, adherence to rules, procedures and standards

**NEW DATE APRIL 22nd**

**Assessing and Adapting Your Management Style**

**April 22, 2010**

**8:30 am — 4:00 pm**

**Dewey & Kaye Offices**

**[Click here](#) for more details.**

***Here's what people said after attending this workshop:***

***"I learned quite a bit of good information that will help me be a better leader and manager to my quite diverse group of direct reports."***

***"The cost/benefit ratio of what this program costs was more than fair – it was well worth the cost."***

***"Excellent presentation and videos"***

Cost: \$250 per person (Group discounts available for 2 or more from same organization)

**To register contact:**

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