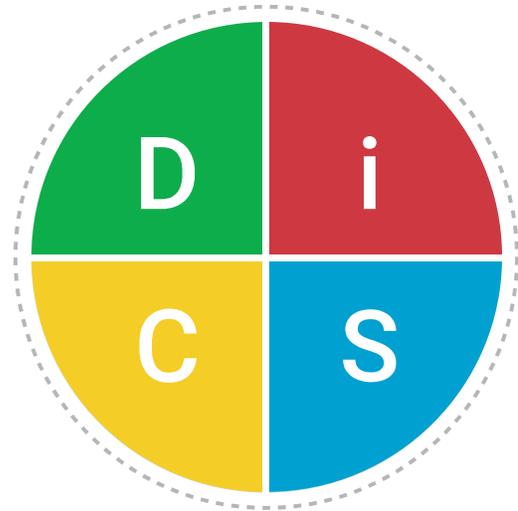


My Style Guide



HOW TO WORK EFFECTIVELY WITH ME

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WORKING EFFECTIVELY WITH D

DOMINANCE

When Trying to Connect: Make efficient use of time, get right to the point, and expect candor
When Problems Need to Be Solved: Tackle problems boldly and avoid sugar-coating or over-analysis
When Things Get Tense: Face issues quickly and directly, and avoid taking bluntness personally

WORKING EFFECTIVELY WITH i

INFLUENCE

When Trying to Connect: Convey enthusiasm, make a personal connection, and be collaborative
When Problems Need to Be Solved: Remain optimistic, be open to change, and expect spontaneity
When Things Get Tense: Stay calm, acknowledge their feelings, and avoid personal attacks

WORKING EFFECTIVELY WITH S

STEADINESS

When Trying to Connect: Show warmth, take an easygoing approach, and be collaborative
When Problems Need to Be Solved: Respect their caution, acknowledge people's needs, and set a timeline
When Things Get Tense: Practice patience and diplomacy to avoid shutting them down

WORKING EFFECTIVELY WITH C

CONSCIENTIOUSNESS

When Trying to Connect: Focus on the facts, avoid pushing them, and expect skepticism
When Problems Need to Be Solved: Show appreciation for their logic, but don't let them get bogged down
When Things Get Tense: Allow them time to process, and avoid becoming forceful or emotional