

	DRIVER	EXPRESSIVE	AMIABLE	ANALYTICAL
Backup style	Autocratic	Attacker	Acquiescer	Avoider
Measures personal value by:	Results	Applause and praise	Attention	Activity
For growth, needs to:	Listen	Check	Initiate	Decide
Let them save:	Time	Effort	Relationships	Face
Needs a climate that:	Allows them to build their own structure	Inspires their goals	Suggests	Provides details
Take time to be:	Efficient	Stimulating	Agreeable	Accurate
Support their:	Conclusions and actions	Dreams and intuitions	Relationships and feelings	Principles and logic
Give benefits that answer:	What	Who	Why	How
For decisions give them:	Options and possibilities	Testimony and incentives	Guarantees and assurances	Evidence and service
They specialize in:	Monitoring and control	Being social	Being supportive	Being technical
	"Tell" Assertive Control Responsive	"Tell" Assertive Emote Responsive	"Ask" Assertive Emote Responsive	"Ask" Assertive Control Responsive