



VALUE-ABILITY

Communication Styles

High Responsiveness (Emotes Feelings)

<p>The Sensitive/Amiable Style (High Responsiveness, Low Assertiveness)</p> <p>Relationship</p> <p>Use of time</p> <p>Decision Making</p> <p>Risk</p> <p>Base Need</p> <p>Growth Action</p> <p>Back-up Style</p>	<p>The Expressive Style (High Dominance, High Responsiveness)</p> <p>Relationship</p> <p>Use of time</p> <p>Decision Making</p> <p>Risk</p> <p>Base Need</p> <p>Growth Action</p> <p>Back-up Style</p>
<p>(Asks) Low-Assertiveness</p> <p>The Technical Style (Low Assertiveness, Low Responsiveness)</p> <p>Relationship</p> <p>Use of Time</p> <p>Decision Making</p> <p>Risk</p> <p>Base Need</p> <p>Growth Action</p> <p>Back-up Style</p>	<p>Assertiveness -High(Tells)</p> <p>The Bold/Driver style (High dominance, Low Responsiveness's)</p> <p>Relationship</p> <p>Use of time</p> <p>Decision Making</p> <p>Risk</p> <p>Base Need</p> <p>Growth Action</p> <p>Back-up Style</p>

Low Responsiveness (Cool, calm and collective)