



WHAT DO YOU MEAN . . .

*Of Course
I Communicate !!!*

Styles of Communication

1. Check your preferences
2. Check what YOU THINK your Partner's preferences are

Where do you get your "Get-Up-and-Go" from?

Preference	Self	Partner
Conversations with other people gives me energy		
Conversations with other people drains my energy		
Trying new ideas to test them		
Researching ideas to test them		
Think and speak at the same time		
Think and then speak		

What kind of information do you prefer?

Preference	Self	Partner
I prefer factual information		
I prefer concepts and the big picture		
Too much detail tries my patience		
I like detailed information		
I prefer to know the outcome rather than the steps we took to get there		
I like to know the steps we took to get there		

How do you process information?

Preference	Self	Partner
I prefer to analyze information		
I prefer to react spontaneously		
I tend to be technical and focused		
I try to consider others needs and values		
I prefer to make decisions after I get all the information		
I prefer to make decisions when there is <i>enough</i> information.		

How do you prefer to do things?

Preference	Self	Partner
I like things organized and structured		
I like to have things all around me		
I prefer to do things according to a plan		
I like to be flexible and be open for opportunities		
I prefer things don't change once a decision is made		
I can change my mind and do things differently		

Preferences	What you can do to communicate better
<ul style="list-style-type: none"> • Conversations with other people gives me energy • Trying new ideas to test them • Think and speak at the same time 	<p>don't be surprised at what is said</p> <ul style="list-style-type: none"> • expect to get thinking as it occurs • give opportunity to talk it through • expect your ideas will be changed
<ul style="list-style-type: none"> • Conversations with other people drains my energy • Researching ideas to test them • Think and then speak 	<p>you may feel like there is more...</p> <ul style="list-style-type: none"> • give them room to think first • don't expect unprocessed thinking • don't expect to hear a lot
<ul style="list-style-type: none"> • I prefer to analyze information • I tend to be technical and focused • I prefer to make decisions after I get all the information 	<p>don't overload with emotional material</p> <ul style="list-style-type: none"> • begin with facts in some order • list the costs/benefits
<ul style="list-style-type: none"> • I prefer to react spontaneously • I try to consider others needs and values • I prefer to make decisions when there is <i>enough</i> information. 	<p>tell them who else likes the idea</p> <ul style="list-style-type: none"> • be personal and friendly • tell why it is helpful to people • show how it impresses people
<ul style="list-style-type: none"> • I like things organized and structured • I prefer to do things according to a plan • I prefer things don't change once a decision is made 	<p>expect to hear decisions</p> <ul style="list-style-type: none"> • expect to hear structure • expect resistance to change
<ul style="list-style-type: none"> • I like to have things all around me • I can change my mind and do things differently • I like to be flexible and be open for opportunities 	<p>expect to hear information</p> <ul style="list-style-type: none"> • expect to hear possibilities • expect resistance to structure