

Sell by Caring

Behavioral Styles GRID

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| Active, outgoing, assertive, direct communications. Perceives themselves as more powerful. Shape and change people & situations to meet their needs. Fast paced and dynamic. | | | |
| Questioning, task focused, desire control logic focused, challenging, skeptical, perceives environment as unfavorable. | <p>Quadrant #1</p> <p>Director or D-Style</p> | <p>Quadrant #2</p> <p>Interactive or i-Style</p> | Accepting, relationship focused, receptive. Agreeable, perceives environment as favorable. Prioritizes relationships & feelings. |
| | <p>Quadrant #3</p> <p>Conscientious or C-Style</p> | <p>Quadrant #4</p> <p>Steady or S-Style</p> | |
| Deliberate, structured, indirect communications. Perceives themselves as less powerful. Works with existing conditions/environment. Dependable, guarded behavior. Moderately paced, thoughtful, cautious and reflective. | | | |

<http://sellbycaring.com>