

Introduction to Spotting Other Styles

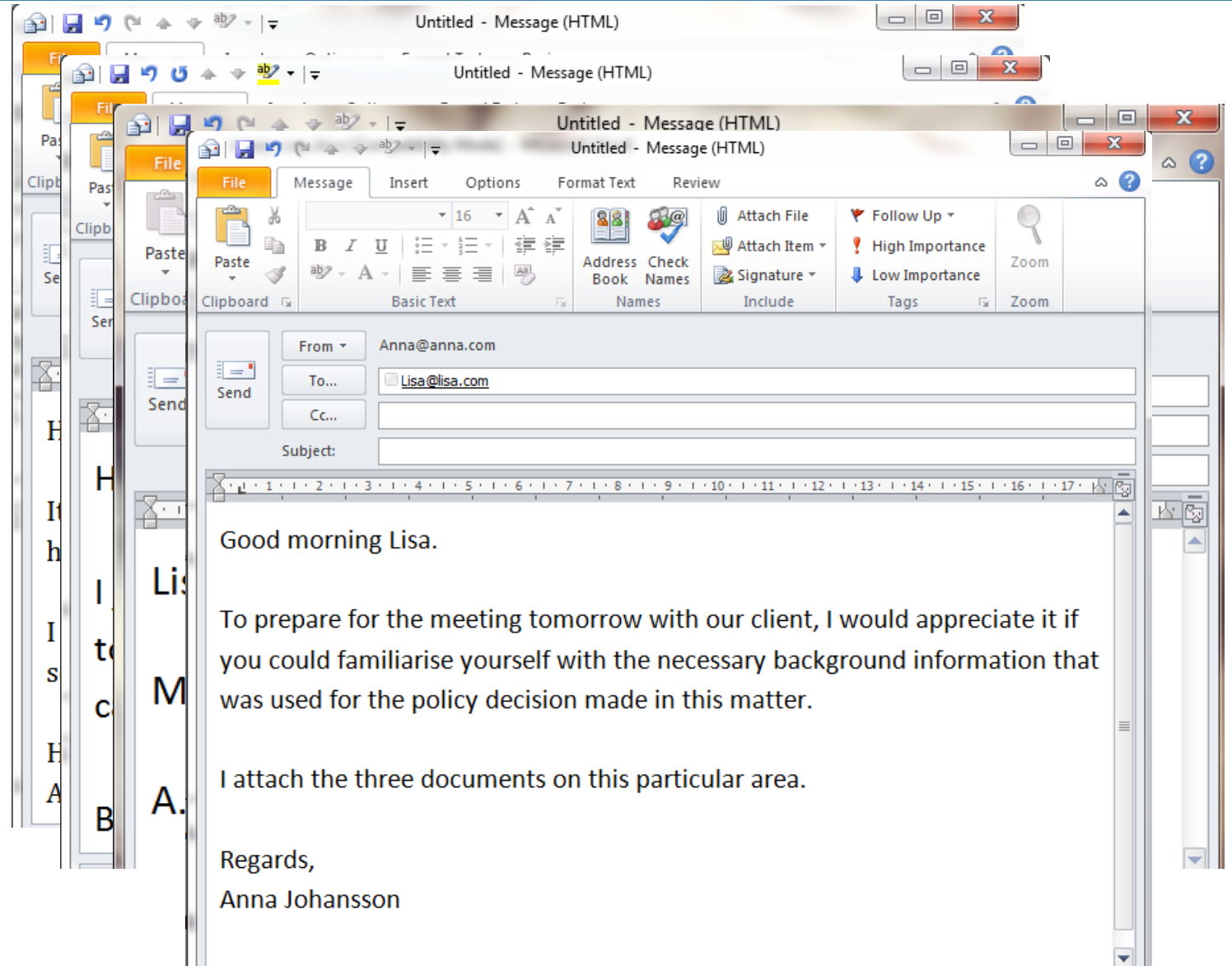
This module will provide you with information on how to spot other styles via different methods of communication



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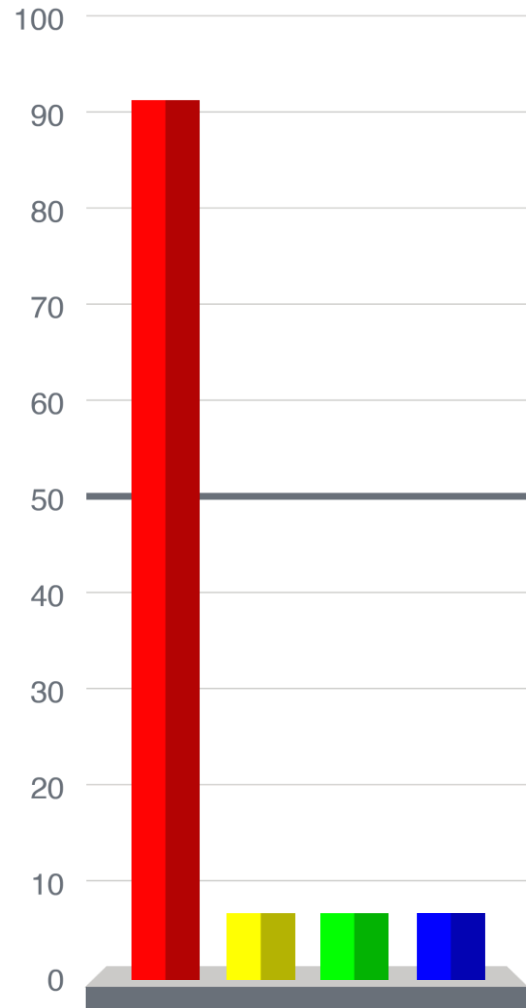


Emailing With Style



Observing Styles Video

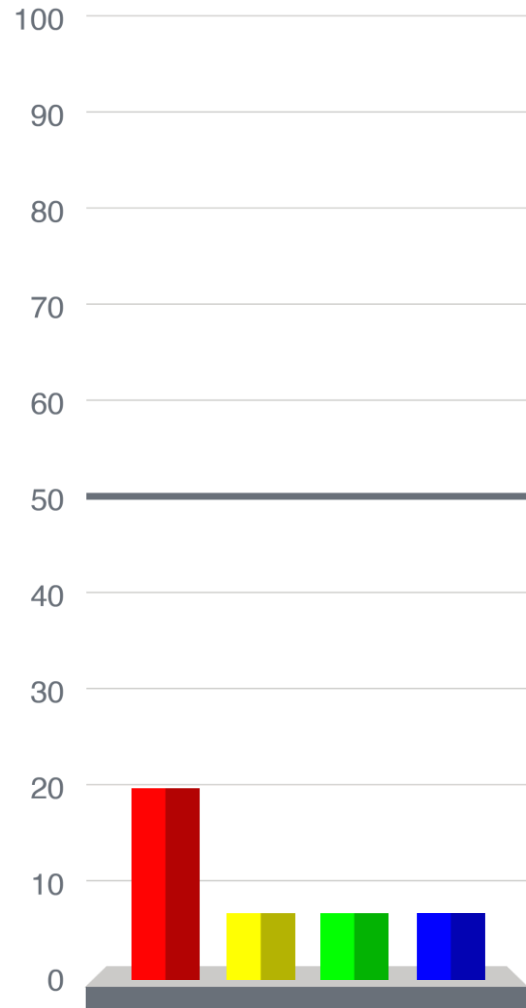
Higher D Score



Identifying: Hear Them Say

- **Forceful, gets right to the point**
- **Short, sharp, telling statements**
- **Talk of the immediate timeframe**

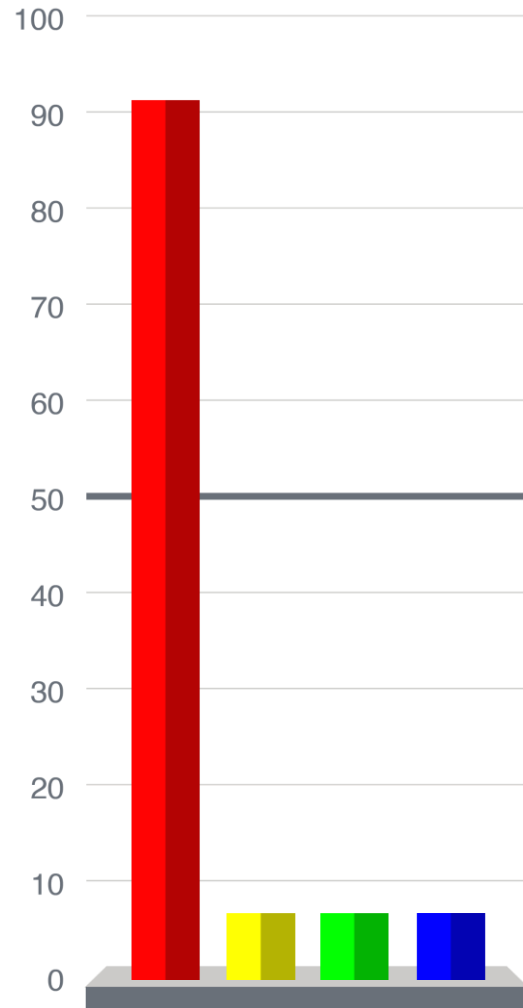
Lower D Score



Identifying: Hear Them Say

- **Tries to avoid anything insensitive**
- **Measured statements**
- **Solicits others' opinions**

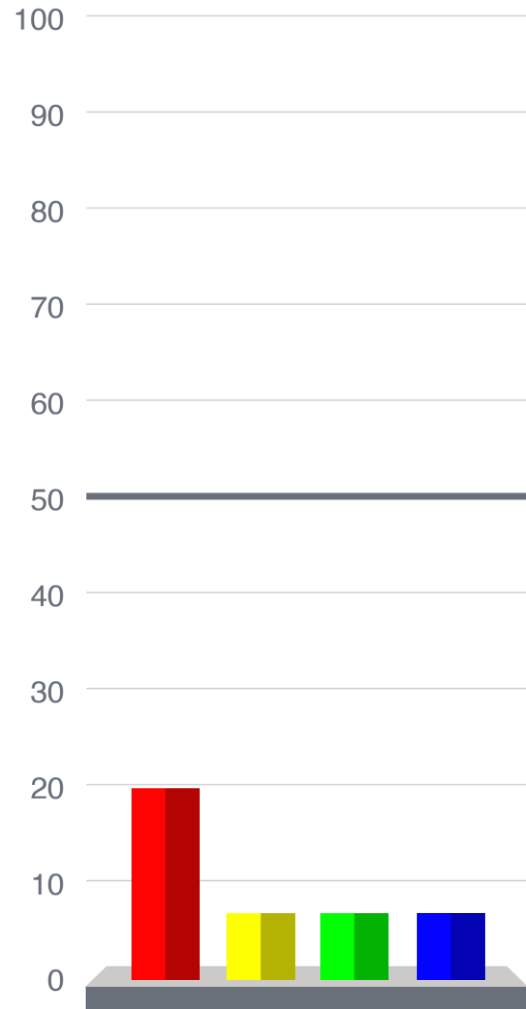
Higher D Score



Identifying: See Them Do

- **Controlled body movement**
- **Direct eye contact**
- **Quick movements & impatient**

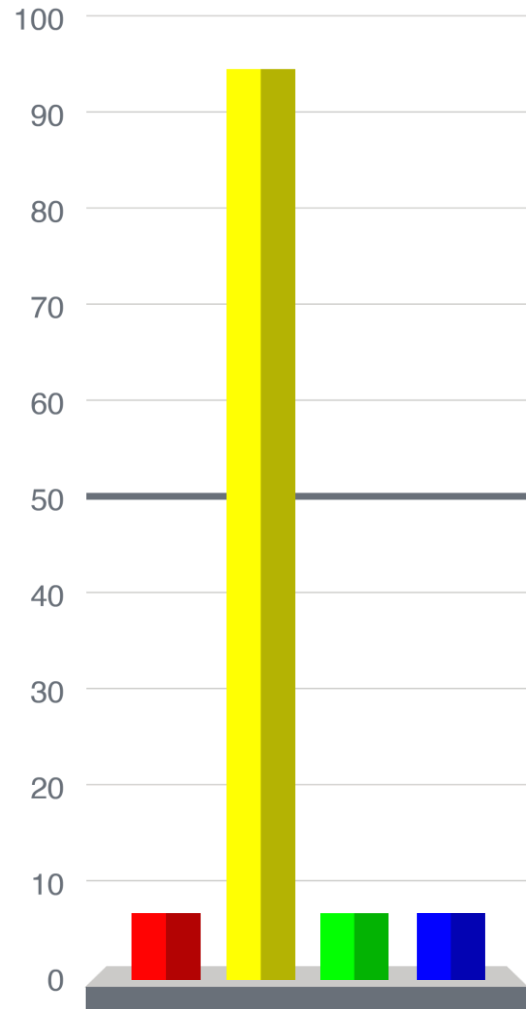
Lower D Score



Identifying: See Them Do

- **Deliberate & thoughtful approach**
- **Not rushed into making changes**
- **Waits for the best time to move**

Higher I Score



Identifying: Hear Them Say

- **Excitable, dramatic & persuasive language**
- **Talk of dreams & intuitions**
- **Optimistic, even exaggerated statements**

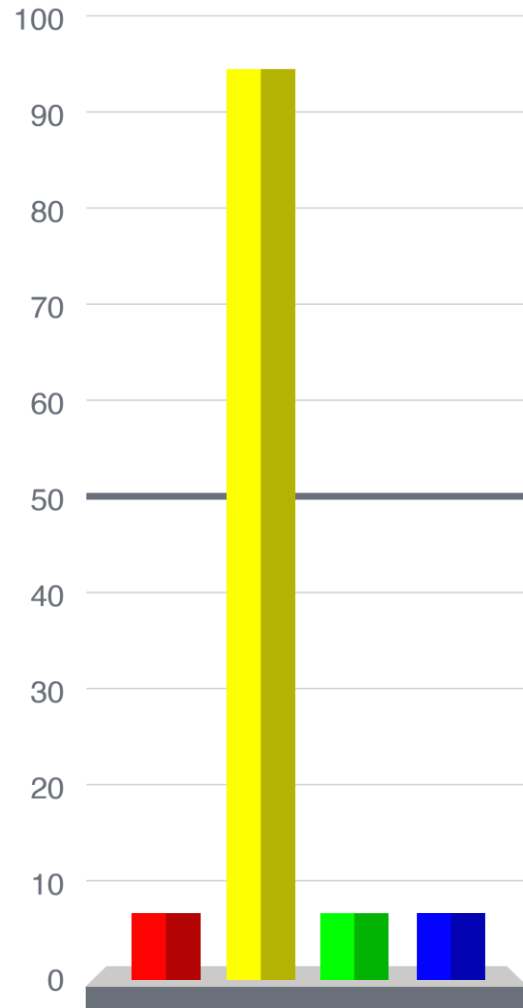
Lower I Score



Identifying: Hear Them Say

- **Calm, controlled & collected tone of voice**
- **Doesn't give away much personal information**
- **Speaks little**

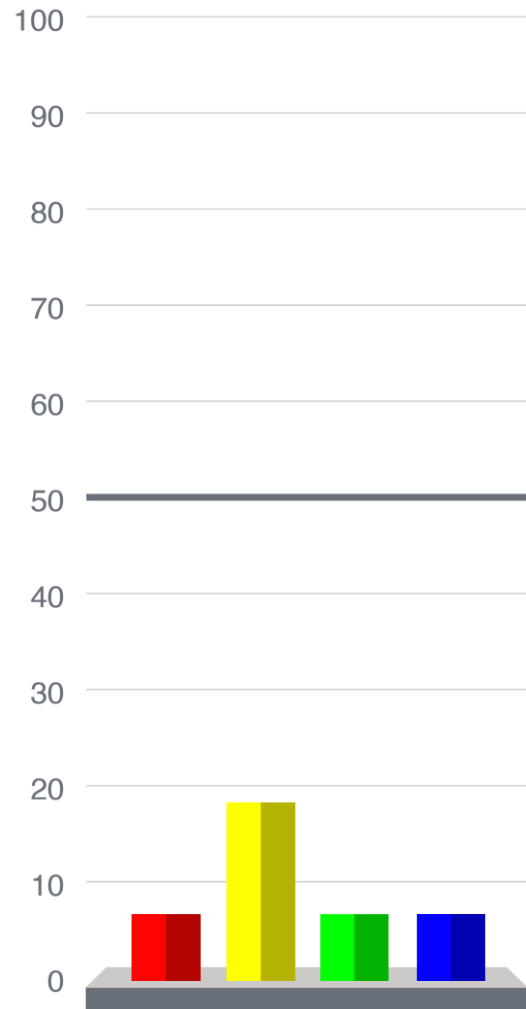
Higher I Score



Identifying: See Them Do

- **Emphasise using hand gestures**
- **Strong eye contact to establish rapport**
- **Quick, impulsive movements**

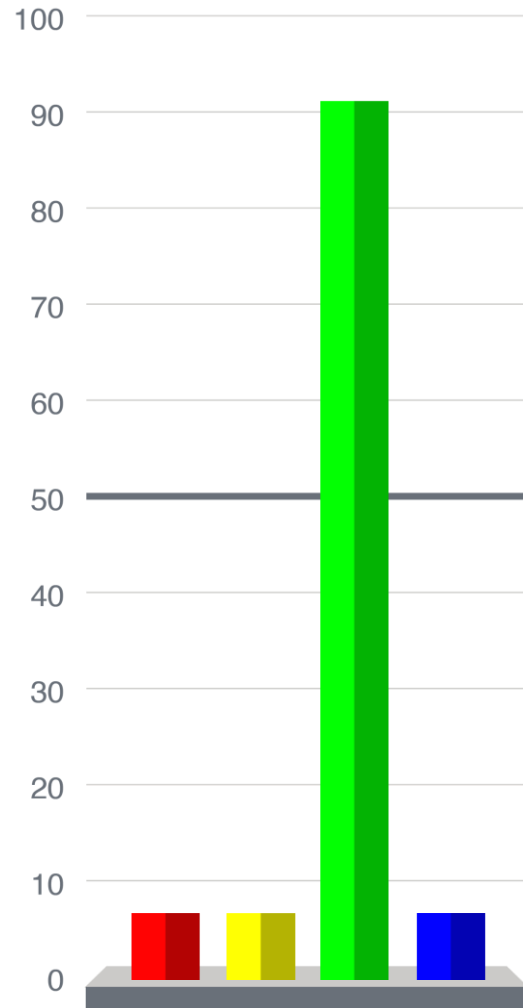
Lower I Score



Identifying: See Them Do

- **Not a lot of body movement**
- **Complete & withdraw from conversations quickly**
- **Prefers not to touch or be touched**

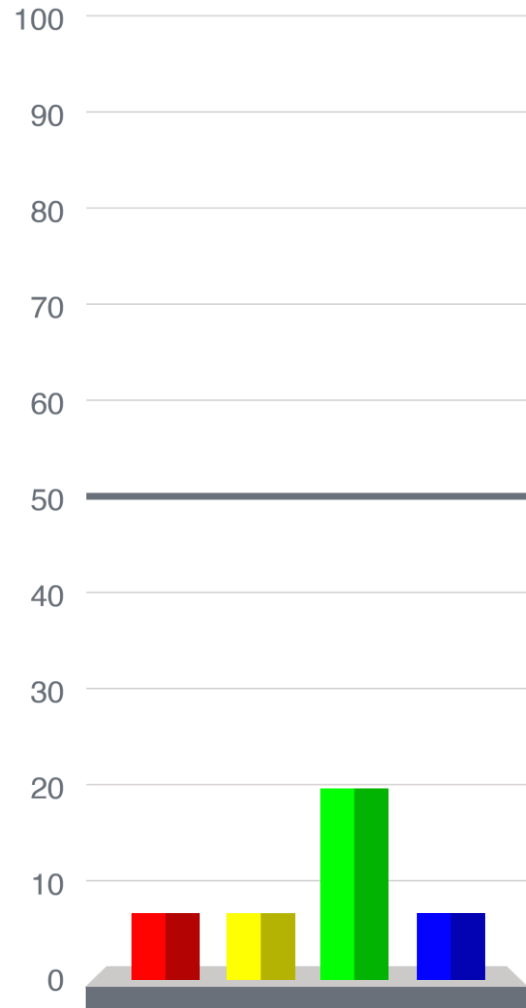
Higher S Score



Identifying: Hear Them Say

- **Relaxed, easy tone**
- **Focus on others' feelings and relationships**
- **Carefully considered language to avoid tension or conflict**

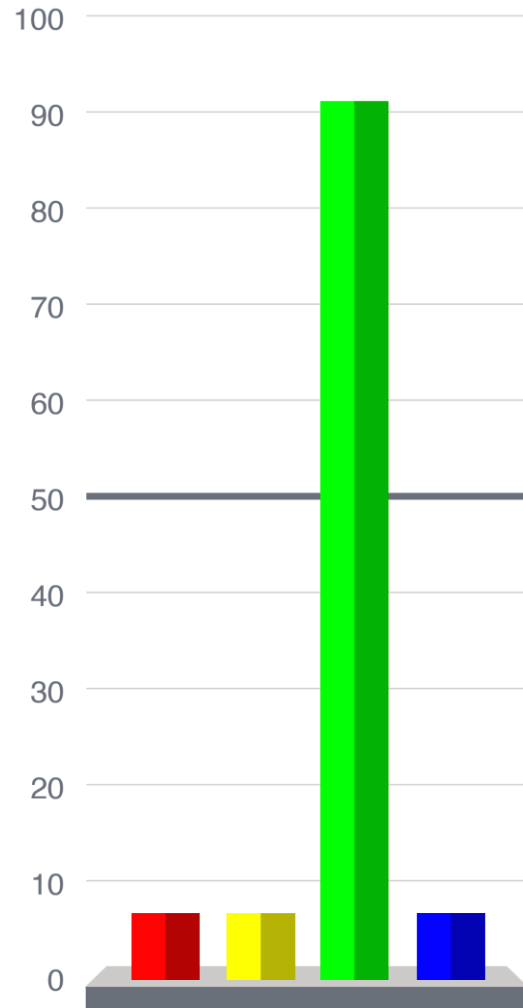
Lower S Score



Identifying: Hear Them Say

- **Speaks quickly**
- **Talks about many subjects**
- **Forthright, even blunt**

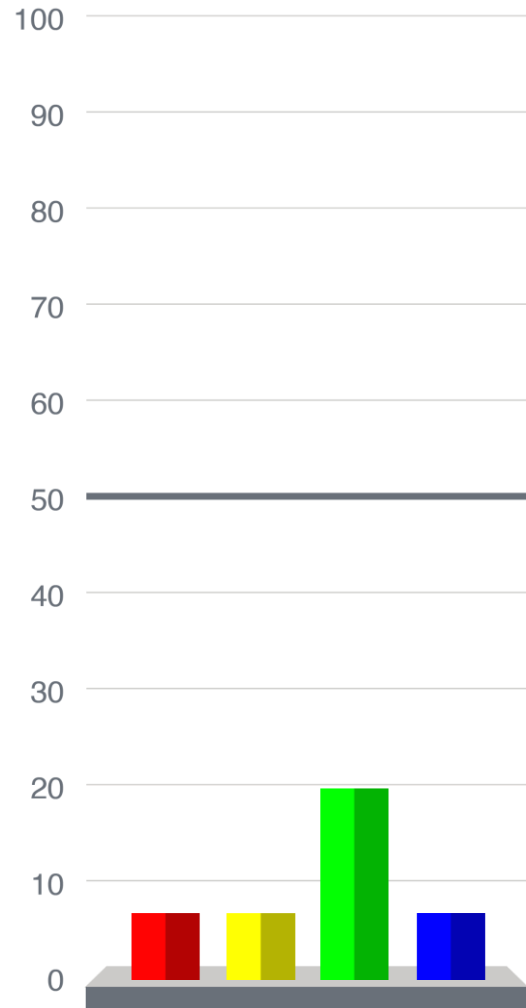
Higher S Score



Identifying: See Them Do

- **Tends to hold back and not show their true feelings**
- **Hesitant to act or make decisions**
- **Support, protect and consider others**

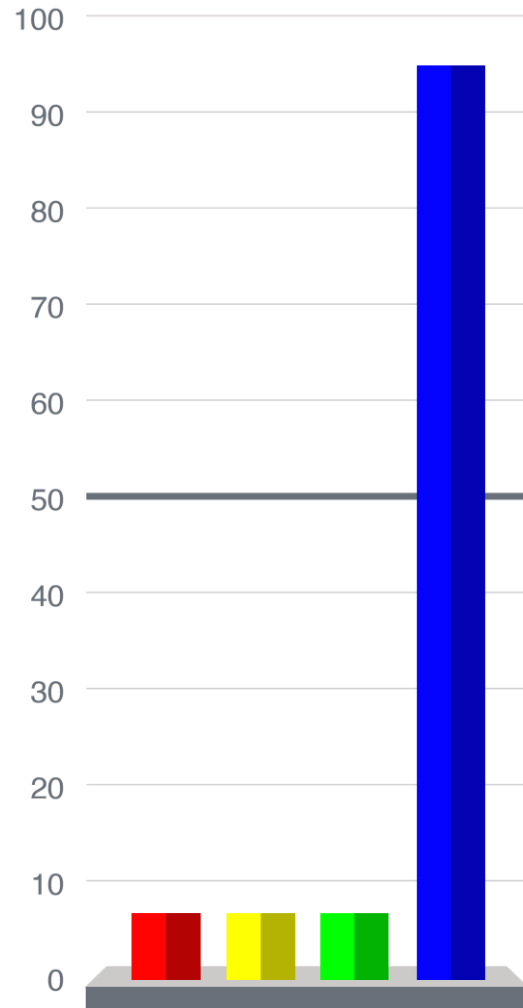
Lower S Score



Identifying: See Them Do

- **Seeks change & variety in task**
- **Prefers not to stay in the same place for too long**
- **May initiate action not always considering the impact on others**

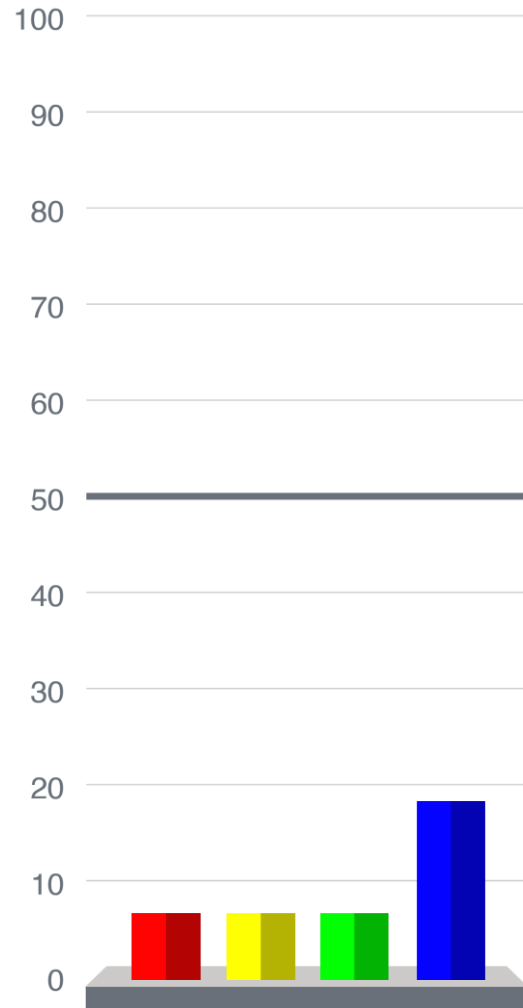
Higher C Score



Identifying: Hear Them Say

- **Speak slowly, cautiously and seriously**
- **Ask careful and considered questions**
- **Cite facts, historical data and statistics**

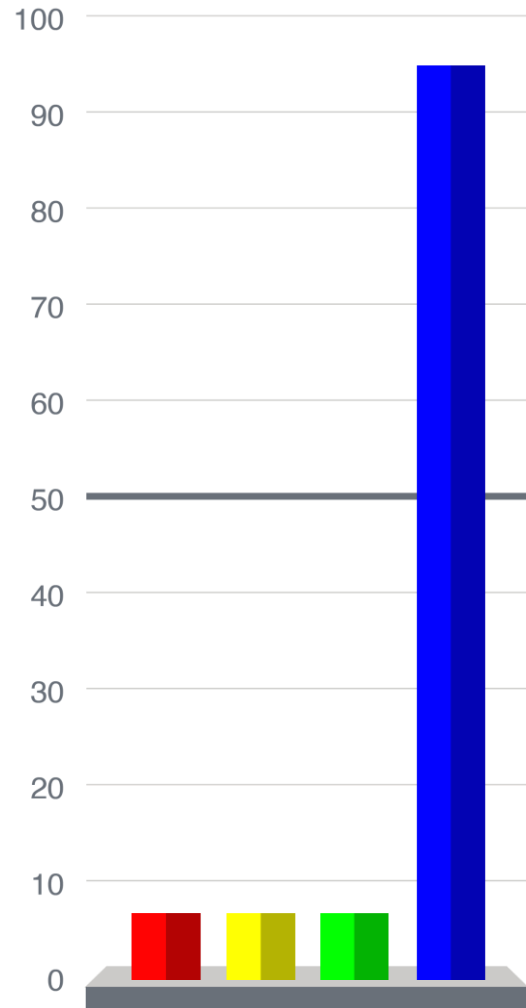
Lower C Score



Identifying: Hear Them Say

- **Unstructured in their communication**
- **Enjoys unconventional subjects**
- **May use feelings as evidence**

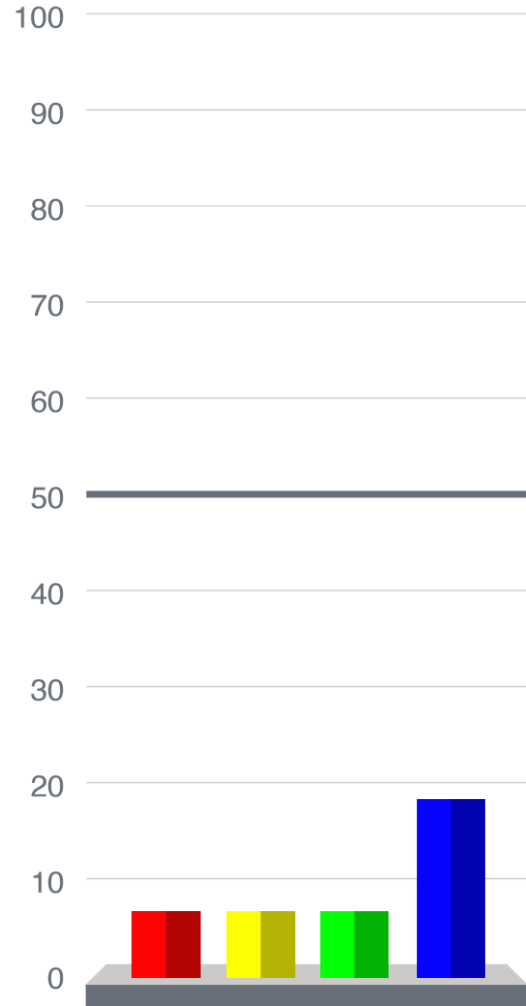
Higher C Score



Identifying: See Them Do

- **Controlled body movement, shows little emotion**
- **May avoid direct eye contact**
- **Slower to act and may even appear indifferent**

Lower C Score



Identifying: See Them Do

- **When they're upset, angry, or happy, you'll know it**
- **May push the accepted social norms and boundaries**
- **Shoot first and ask questions later**