

## Style Strengths and Vulnerabilities

Driver Strengths	Potential Vulnerabilities	Suggestions to Drivers
Confident	Demanding	Prepare others for decisions
Decisive	Short Tempered	Take notes
Compulsively Active	Stubborn	Rephrase and feedback to clarify
Goal Setter	Hate to Admit Fault	Lower voice
Persistent	Poor Listener	Slow pace
Open to new ideas (from those respected)	Argumentative	Understand that others process info differently
Action Oriented	Bored with small talk	
Productive	Unsympathetic	
Thrive on Challenge	Terse Advice Giver	
Excellent in Emergencies		
Analytical Strengths	Potential Vulnerabilities	Suggestions to Analytical
Patience	Negative	Practice risk-taking on less important issues
Genius-prone	Moody	Share reluctance to speak, but make the effort
Often Artistically Inclined	Passive Aggressive	Practice positive statements
View things as "works in progress"	Holds things in	Work on summarizing key points and concepts
Deep Thinkers	Planning vs. Doing	Develop Interpersonal skills
Process Focused	Grudge Carriers	
Detail Oriented	Perfectionists	
Scheduled	Critical	
Look at all Aspects of Decisions	Unsympathetic	
Cautious	Non-Emotional	
Relator Strengths	Potential Vulnerabilities	Suggestions to Relator
Easy going and calming	Worry too much	Set small goals and increase with success
Pleasant, Caring	Indecisive	Make a stand, pick a side; make a decision
Dependable	Non-Disciplinarian	practice saying what you are feeling; speak up.
Mediator	Sarcastic	Team up with a Driver or Expressive to develop assertiveness
Well-liked	Not Self Starter	
Great under Pressure	Not Risk Taker	
Well-Balanced	Shy	
Inoffensive	Not focused on Details	
Puts Self in Others' shoes	Avoid issues	
Non-Judgmental	Lack Follow Through	
Expressive Strengths	Potential Vulnerabilities	Suggestions to Expressive
Friendly	Talk a lot	Team up with someone to assist in remembering dates, times & details
Lively	Thoughtless	Take notes
Motivating	Interrupt	Practice active listening - stop talking
Humorous, even with self	Forgetful	Allow others peaceful times
Generate Enthusiasm	Undisciplined	Develop a business / detail focus
Curious	Emotional High & Lows	
Creative	Easily distracted	
Spontaneous	Lack follow-through	
Willing to try new things	Take feedback personally	
See the positive in anything	Unreasonable under pressure	