

<p><b>LOGICAL (I.E. THINKER, PERFECT)</b></p> <p>The theme to their message: I'm making sure its right (accurate).</p> <p>What it's like:</p> <ul style="list-style-type: none"> <li>* Highly analytical</li> <li>* Detailed</li> <li>* Process oriented</li> <li>* More satisfaction in completing the task than communicating with people</li> <li>* Usually introverted</li> </ul> <p>Biggest fear = embarrassment</p> <p>How to communicate with a Logical Communicator:</p> <ul style="list-style-type: none"> <li>* Written.</li> </ul>	<p><b>CONSENSUS-SEEKER (I.E. RELATER, PEACEFUL)</b></p> <p>The theme to their message: Is everyone okay?</p> <p>What it's like:</p> <ul style="list-style-type: none"> <li>* Peacemaker of group</li> <li>* Make sure everybody is happy</li> <li>* Warm &amp; friendly but not that extroverted</li> <li>* Non-threatening</li> <li>* Don't want to change</li> <li>* No risk taking</li> </ul> <p>Biggest fear = confrontation</p> <p>How to communicate with a Consensus-Seeker</p> <ul style="list-style-type: none"> <li>* Communicate with care.</li> <li>* Face to face.</li> <li>* Neutral tone.</li> </ul>
<p><b>CONTROLLER (I.E. DIRECTOR, POWERFUL)</b></p> <p>The theme to their message: Do it now and do it my way.</p> <p>What it's like:</p> <ul style="list-style-type: none"> <li>* Bottom line</li> <li>* Results oriented</li> <li>* Cut to the chase</li> <li>* Self motivated &amp; ambitious</li> <li>* Likes to take risks</li> <li>* Likes position of leadership</li> </ul> <p>Biggest fear = loss of control and power</p> <p>How to communicate with a Controller:</p> <ul style="list-style-type: none"> <li>* Direct, to the point</li> <li>* Nothing but the facts</li> <li>* Bullet points</li> <li>* Initial face to face, follow up with written</li> </ul>	<p><b>ACTIVIST (I.E. SOCIALIZER, POPULAR)</b></p> <p>The theme to their message: Let's have fun!</p> <p>What it's like:</p> <ul style="list-style-type: none"> <li>* Highly creative</li> <li>* Dynamic</li> <li>* Spontaneous</li> <li>* Love an audience</li> <li>* Big on ideas, short on follow through</li> <li>* Tend to be scattered</li> </ul> <p>Biggest fear = loss of recognition</p> <p>How to communicate with an Activist:</p> <ul style="list-style-type: none"> <li>* Free lunch</li> <li>* Humorous and light</li> <li>* Story teller</li> <li>* Long winded</li> </ul>