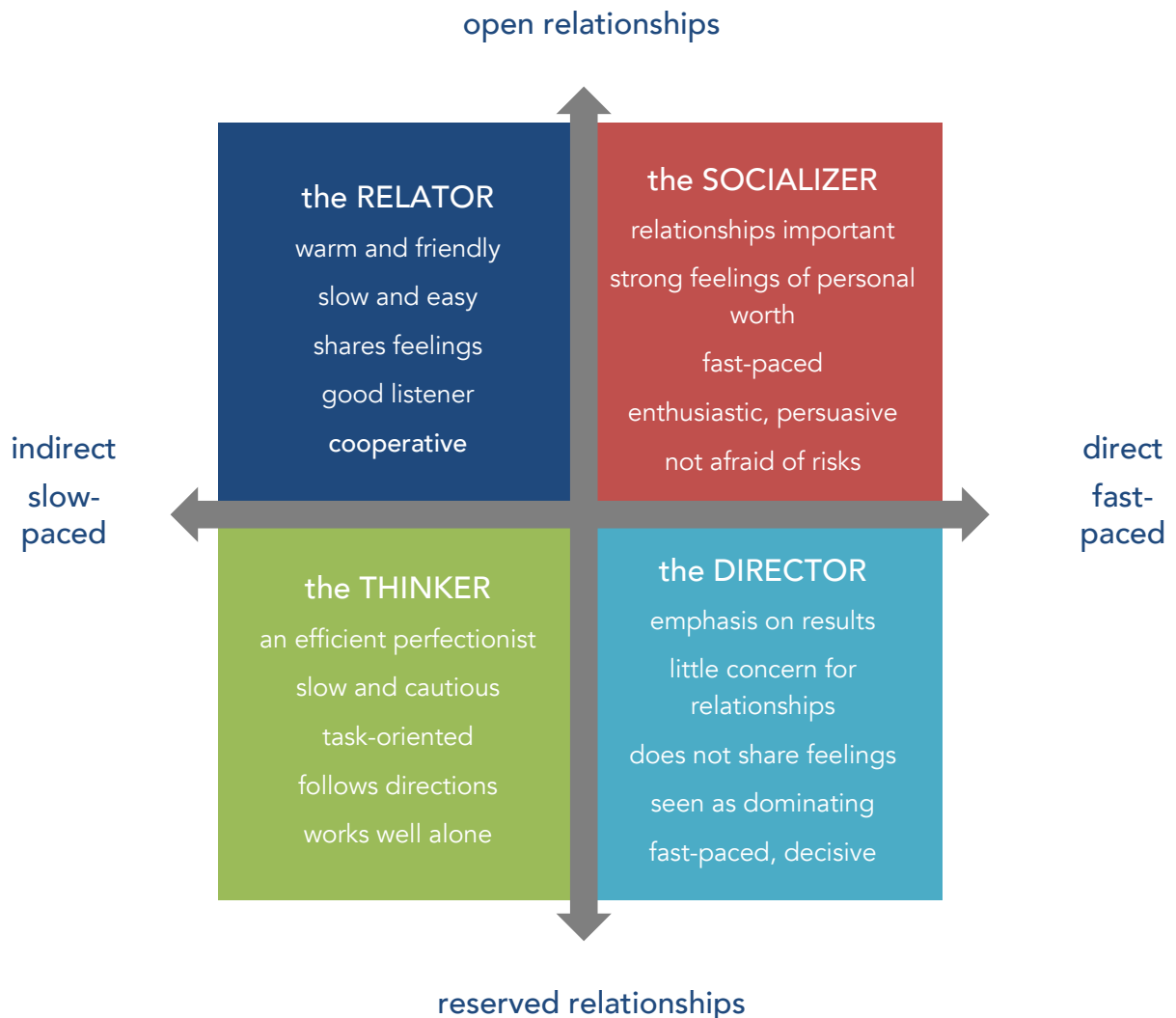


# Commanding Conversations

SMPS Southern Regional Conference, February 2019

## 4 main communication styles



**Socializer (Affective):** The Socializer prefers to interact with others rather than work alone. Socializers have a fast paced, aggressive communication style and generally work well with others.

**Relator (Interpersonal):** The Relator is relationship orientated and readily expresses their thoughts and feelings. However, Relators are generally slower paced and security conscious, so they prefer less intrusive interactions.

**Thinker (Cognitive):** The Thinker has a closed, personal style and is analytical in their approach. Thinkers take a while to feel comfortable with others and tend to take longer to reveal information about themselves.

**Director: (Behavioral):** The Director has an aggressive, competitive nature and is very independent. Directors are results orientated and focus less on the people impacts.

## notes, ideas & doodles

*takeaways from today's session*