

# THE FOUR PEOPLE STYLES PERFORMANCE GRID

controls  
emotions



shows  
emotions

<p style="text-align: center;"><b>Analytic</b> Get it done, the right way.</p> <p style="text-align: center;"><b>Assertiveness</b></p> <ul style="list-style-type: none"> <li>▪ Facts</li> <li>▪ Thinker</li> <li>▪ Orderly</li> <li>▪ Cautious</li> <li>▪ Deliberate</li> <li>▪ Disciplined</li> <li>▪ Questioning</li> <li>▪ Details</li> <li>▪ Perfectionist</li> <li>▪ Neat</li> <li>▪ Rational/logical</li> <li>▪ Scientific</li> <li>▪ Serious</li> </ul>	<p style="text-align: center;"><b>Driver</b> Get it done, now.</p> <ul style="list-style-type: none"> <li>▪ Decisive</li> <li>▪ Serious</li> <li>▪ Opinionated</li> <li>▪ Assertive</li> <li>▪ Competitive</li> <li>▪ Political</li> <li>▪ Bold</li> <li>▪ Determined</li> <li>▪ Task-oriented</li> <li>▪ Frank</li> <li>▪ Make own decisions</li> <li>▪ Bottom-line oriented</li> <li>▪ Intense</li> </ul>
<p style="text-align: center;"><b>Amiable</b> Get it done, with everyone included.</p> <ul style="list-style-type: none"> <li>▪ Easy going</li> <li>▪ Warm</li> <li>▪ Agreeable</li> <li>▪ No big ego</li> <li>▪ Light-hearted</li> <li>▪ Risk avoider</li> <li>▪ Cooperative</li> <li>▪ Relaxed</li> <li>▪ Friendly</li> <li>▪ Not critical</li> <li>▪ Team player</li> <li>▪ People-oriented</li> <li>▪ Not competitive</li> </ul>	<p style="text-align: center;"><b>Expressive</b> Get it done with flair.</p> <ul style="list-style-type: none"> <li>▪ Talker</li> <li>▪ Outgoing</li> <li>▪ Jokes/humor</li> <li>▪ Energetic</li> <li>▪ Impulsive</li> <li>▪ Informal</li> <li>▪ Storyteller</li> <li>▪ Extravert</li> <li>▪ Enthusiastic</li> <li>▪ Act quickly</li> <li>▪ Big picture focus</li> <li>▪ Group activities</li> <li>▪ Casual</li> </ul>



asks

tells