

Working with Diverse Personality Styles



Presented by
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What Will We Do?



Goals from last week

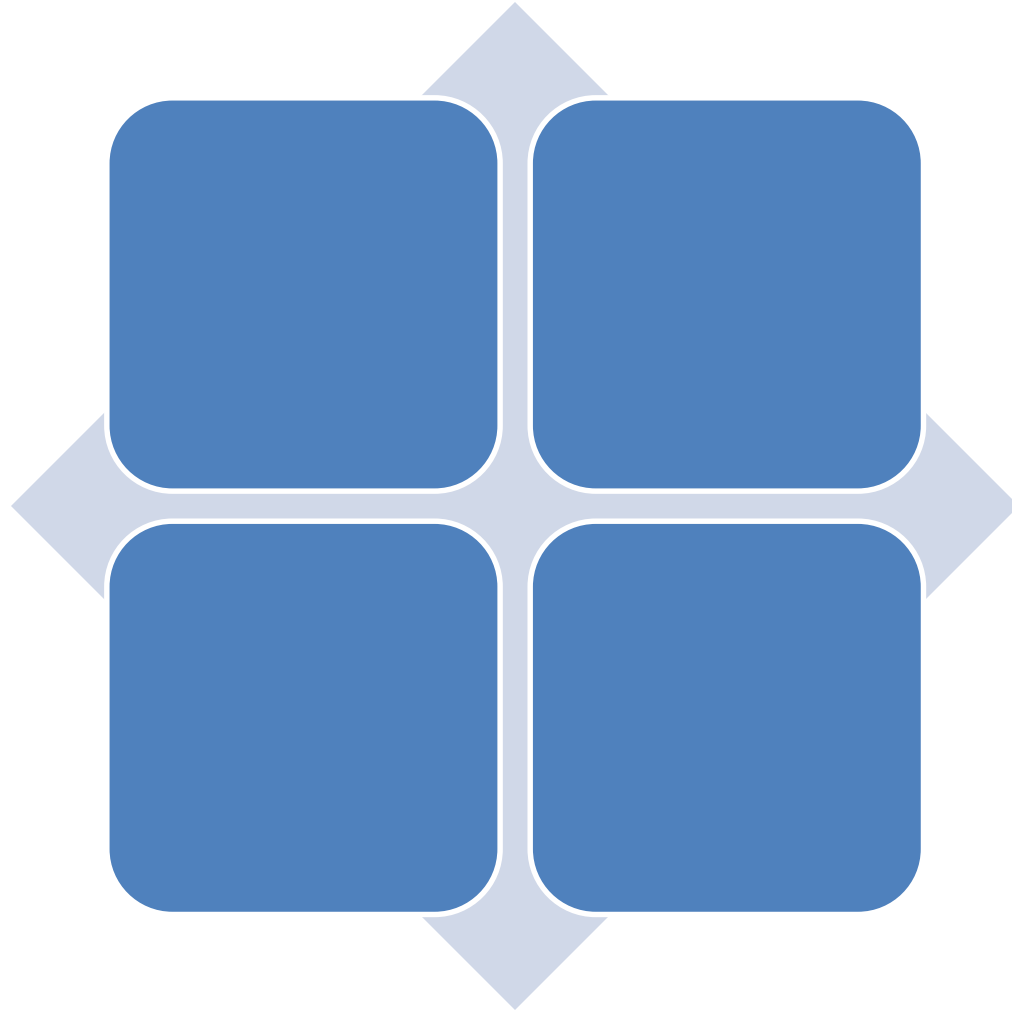
Why are people so weird?

Elements of personality

The Platinum Rule

Mirroring

Extrovert



Introvert

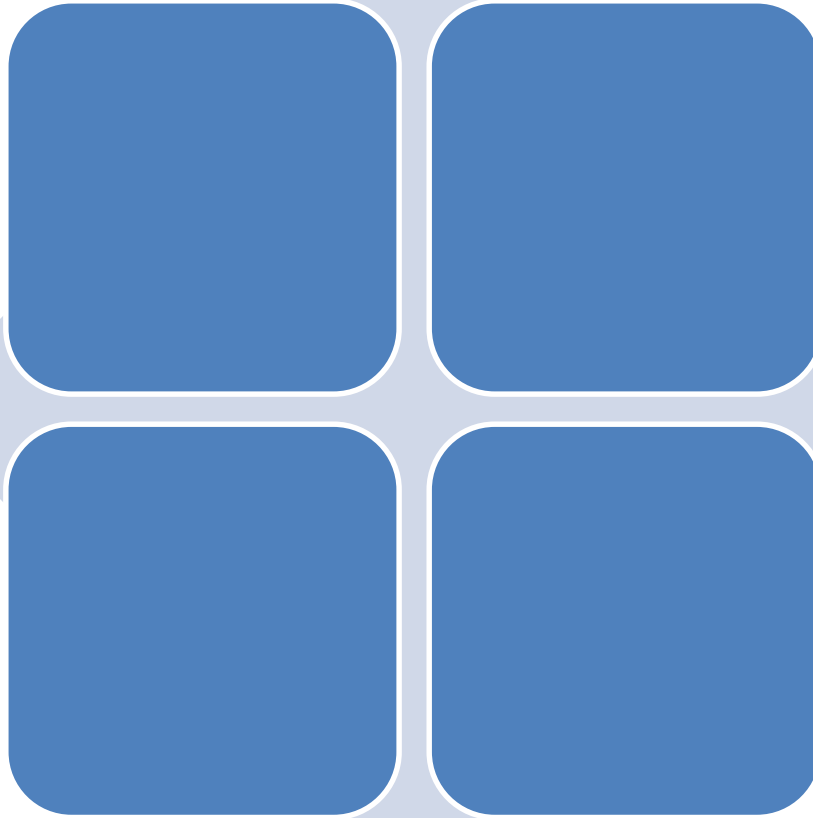
Extrovert



Introvert



Extrovert



Faster Paced

Introvert

Slower Paced



Faster Paced

Slower Paced



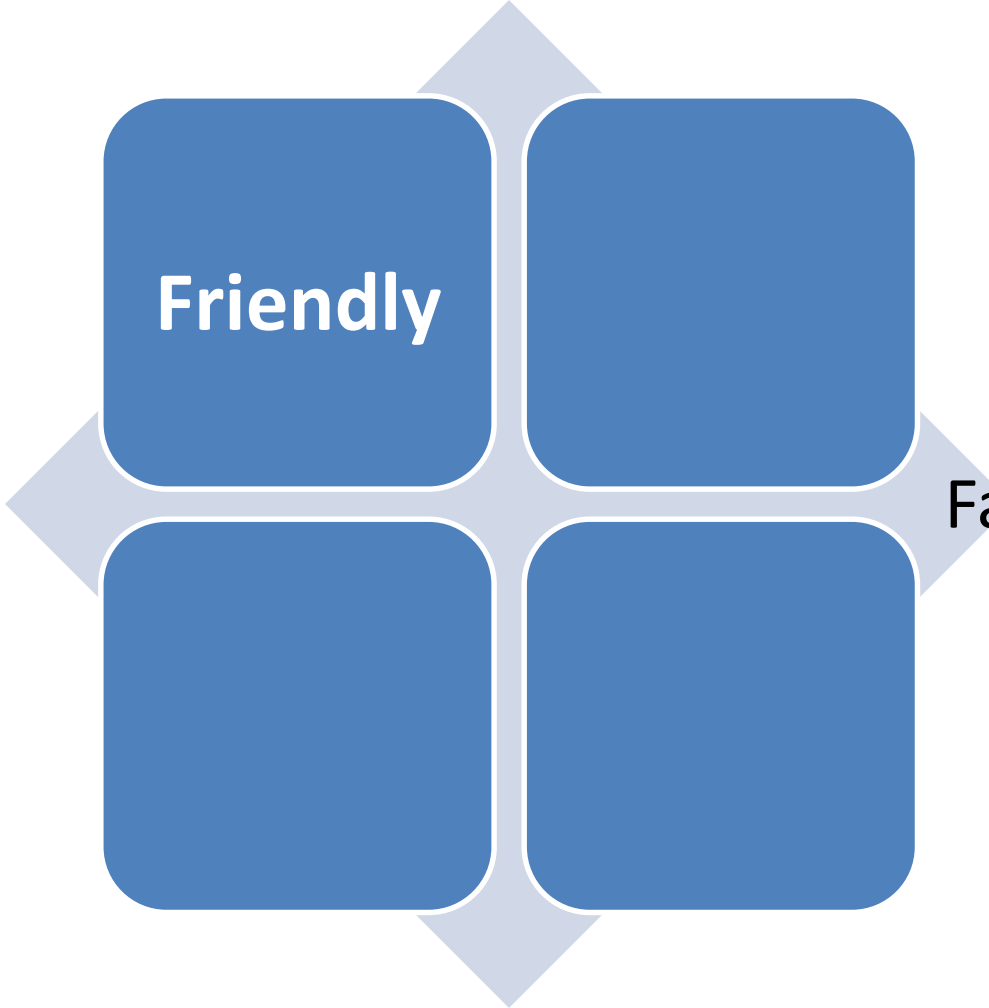
Extrovert

Friendly

Slower Paced

Faster Paced

Introvert



Friendly
Sociable * Warm
Team Oriented * Empathetic



Extrovert

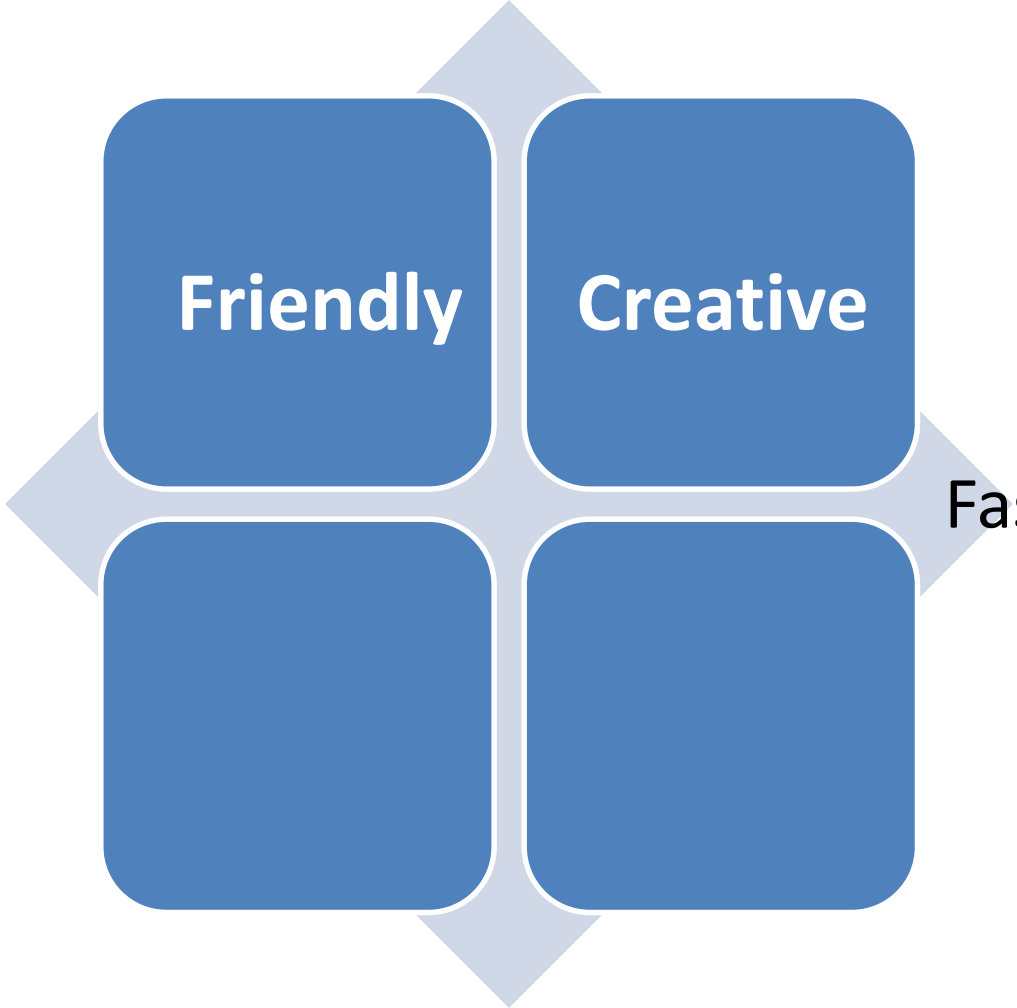
Friendly

Creative

Slower Paced

Faster Paced

Introvert



Creative



Loves new ideas
Big picture thinking
Likes change

Extrovert

Friendly

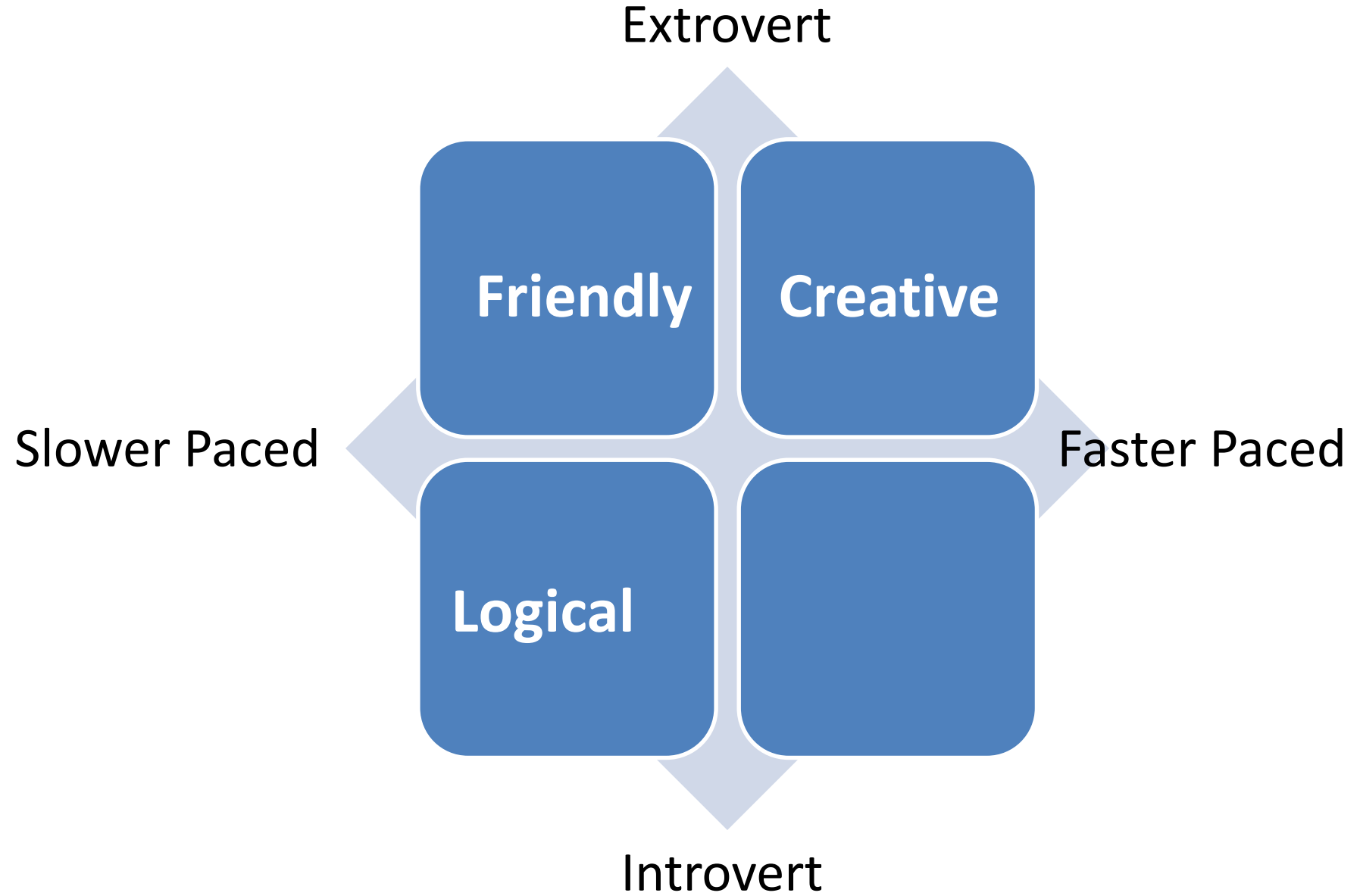
Creative

Logical

Introvert

Slower Paced

Faster Paced



Logical

Analytical
Detail oriented
Methodical



Extrovert

Friendly

Creative

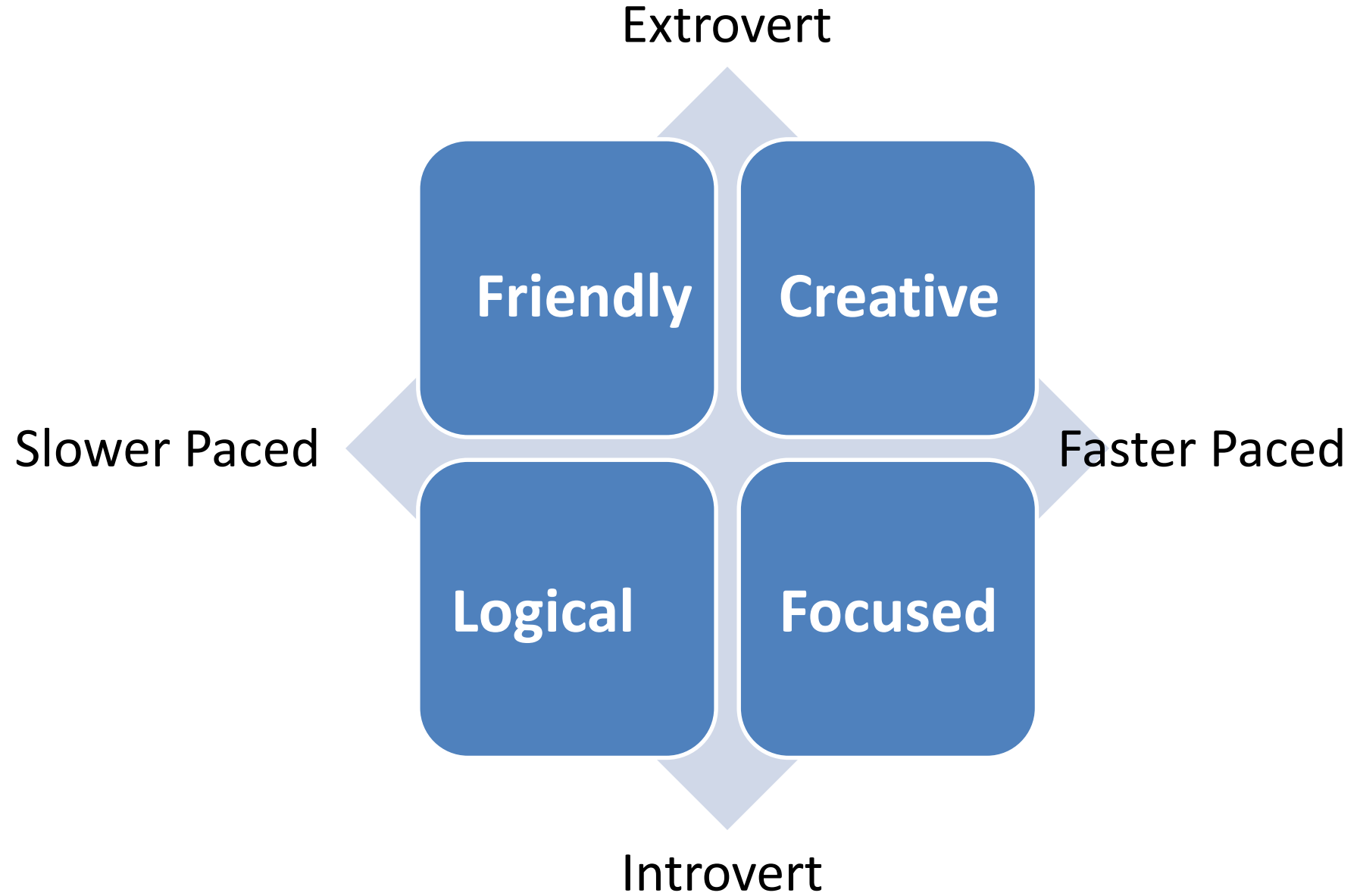
Logical

Focused

Introvert

Slower Paced

Faster Paced



Focused

Driven * Goal Oriented
Efficient



The Platinum Rule











Mirroring



Believable
Enthusiastic
Specific
Timed





New
Training
Buddy

What We Did!

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Next Sessions:

Personality Practice

Harnessing the Power of Words

Appreciating Diversity at Work

The Delight Factor