



## Communication Styles

DrBackman.com Chiropractic, Special Thanks to Jerry Linthicum for compiling this information.

FACTORS	EXRESSER	DRIVER	RELATER	ANALYTICAL
<b>How to Recognize:</b>	They get excited.	They like their own way; decisive & strong viewpoints.	They like positive attention, to be helpful & to be regarded warmly.	They seek a lot of data, ask many questions, behave methodically & systematically.
<b>Tends to Ask:</b>	Who? (the personal dominant question)	What (the results oriented question.)	Why? (the personal non-goal question.)	How? (the technical analytical question.)
<b>What They Dislike:</b>	Boring explanations wasting time with too many facts.	Someone wasting their time trying to decide for them.	Rejection, treated impersonally, uncaring & unfeeling attitudes.	making an error, being unprepared, spontaneity.
<b>Best way to Deal With:</b>	Get excited with them. Show emotion.	Let them be in charge.	Be supportive; show you care.	Provide lots of data & information.
<b>For Best Results:</b>	Inspire them to bigger & better accomplishments.	Allow them freedom to do things their own way.	Care & provide detail, specific plans&activities to be accomplished.	Structure a framework or "track" to follow.



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