

Behavioural Styles



There are four main Behavioural Styles, namely:

- **Amiable**
- **Analytical**
- **Driver**
- **Expressive**

No one style is better than the other.

We usually display two main dominant styles, for example you may discover you are an analytical driver, an amiable expressive, a driving analyst, etc.

In very simply terms, here's a quick overview/summary of each:

Amiable	Analytical	Driver	Expressive
People orientated	Data orientated	Tasks orientated	Ideas orientated
Supportive Reliable Friendly Diplomatic Cooperative Good listeners	Facts Accuracy Orderly Structured Persistent Organised	Direct Independent Takes risks Productive Authority Loves challenges	Lively Optimistic Enthusiastic Intuitive Persuasive Creative
Collaboration	Planning	Goals Results	Vision Big Picture Ideas
Submissive	Indecisive	Competitive	Impulsive
'We'	'Why'	'When'	'I'

Not only can you be more productive and effective knowing 'where to' and 'how to' focus your attention, you can also interact more effectively with others when you can identify their behavioural style.

For example, if you are communicating with an analyst, provide them with the details as that is what they're interested in, conversely a driver is results focused and would be interested in the end outcome, whereas an expressive is all about the big picture' and an amiable relates to feelings.

Just by having an awareness of how each of us behaves, gives us a heads-up on how best to interact so that there's more likelihood of a win/win scenario.