





**MANAGE
YOURSELF
MANAGE
OTHERS**

Make five copies of this presentation.

Will you make five copies of this presentation?

I would really appreciate it if you would make five copies of this presentation, are you OK with that?

Guess what time it is? Time to make me five copies of this presentation.

How You Speak

How You
Listen

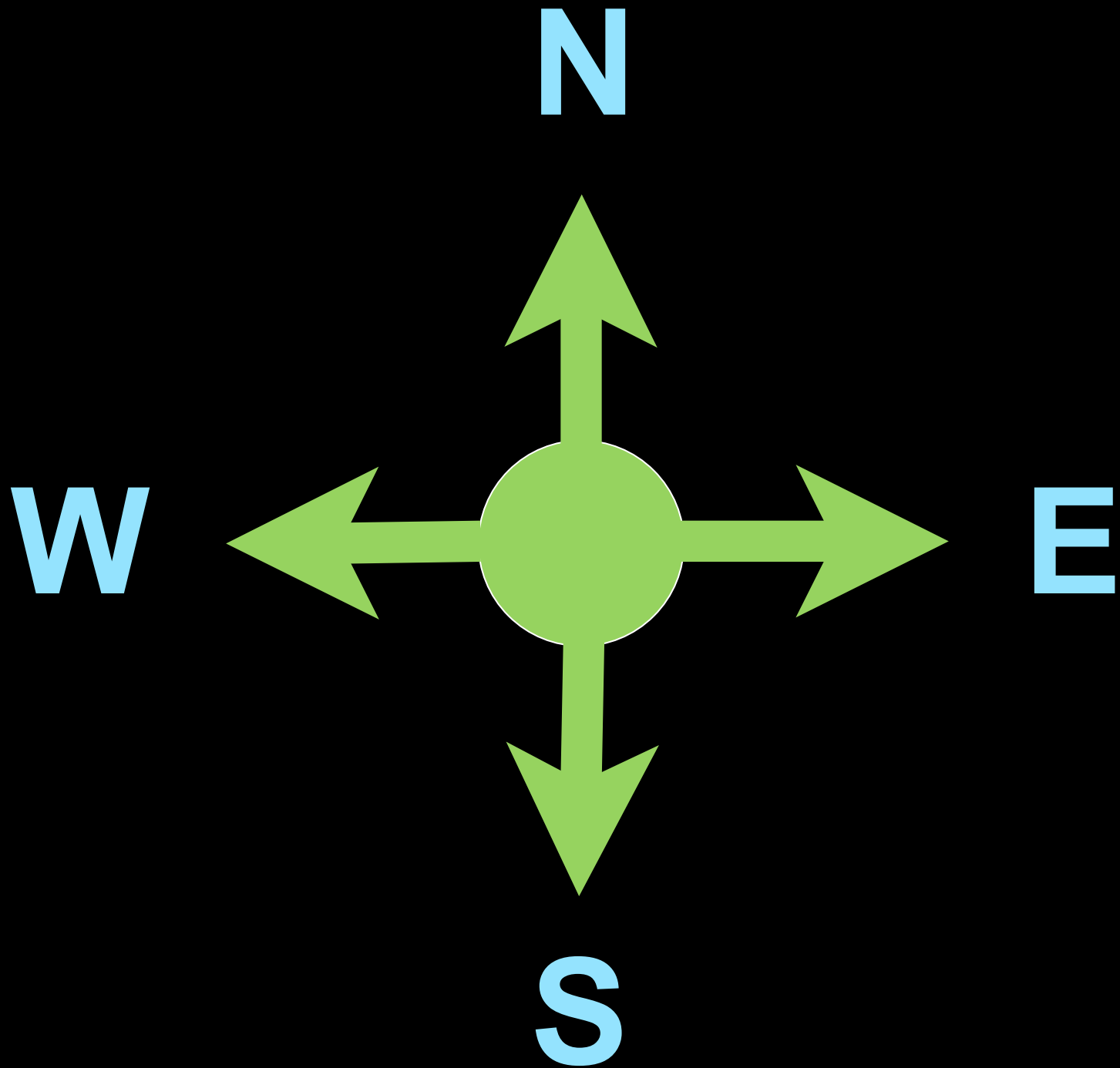
How You Ask Questions

Know
yourself



Understand Others





North: Bottom Line

Act Now!



Who They Are:

Assertive, decisive, opinionated
Likes to be in control
Like quick pace, fast track

Working With Them:

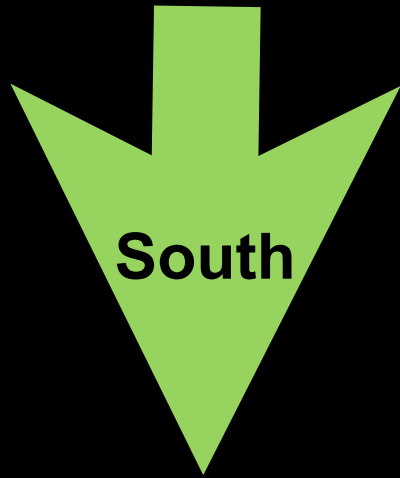
Present case quickly & clearly
Give them a challenge
Give them autonomy

In Distress:

Grows impatient, bored
Can be impulsive, impractical
Can hurt other's feelings

Don't Bore Me
With The
Details

Think About Others



Before We Act

South: Feelings Matter

Who They Are:

People oriented

Relationships and feelings are #1

Actions should be right and fair

Working With Them:

Base decisions on values

Be supportive - you like them

Allow feelings and intuition

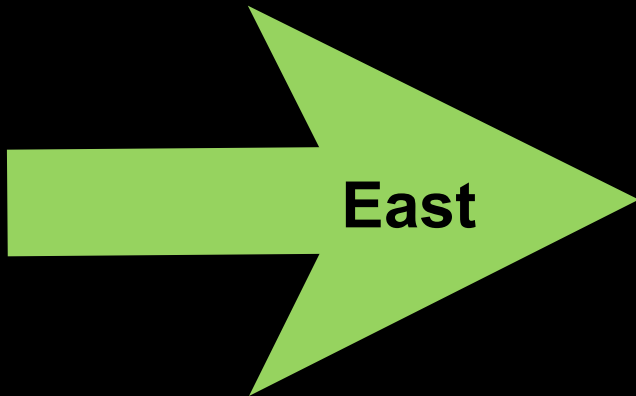
In Distress:

Has trouble saying no

Has difficulty with conflict

Blames self

Focus on the Big Picture



Before We Act

East: Big Picture

Who They Are:

Creative, Idea-generator

Like a lot of information

Free-spirited, experimental

Working With Them:

Be enthusiastic about ideas

Oversee/prioritize their tasks

Give them quiet space

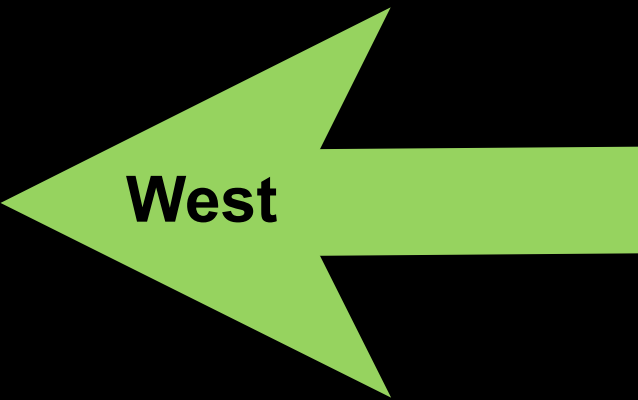
In Distress:

Tries to do everything at once

Not bound by time, late

Disappears

Collect All Data



Before We Act

West: Just the Facts

Who They Are:

Lives for information

Logical and thorough

Values a job well done

Working With Them:

Appeal to logic/avoid emotion

Don't waste their time

Praise their work

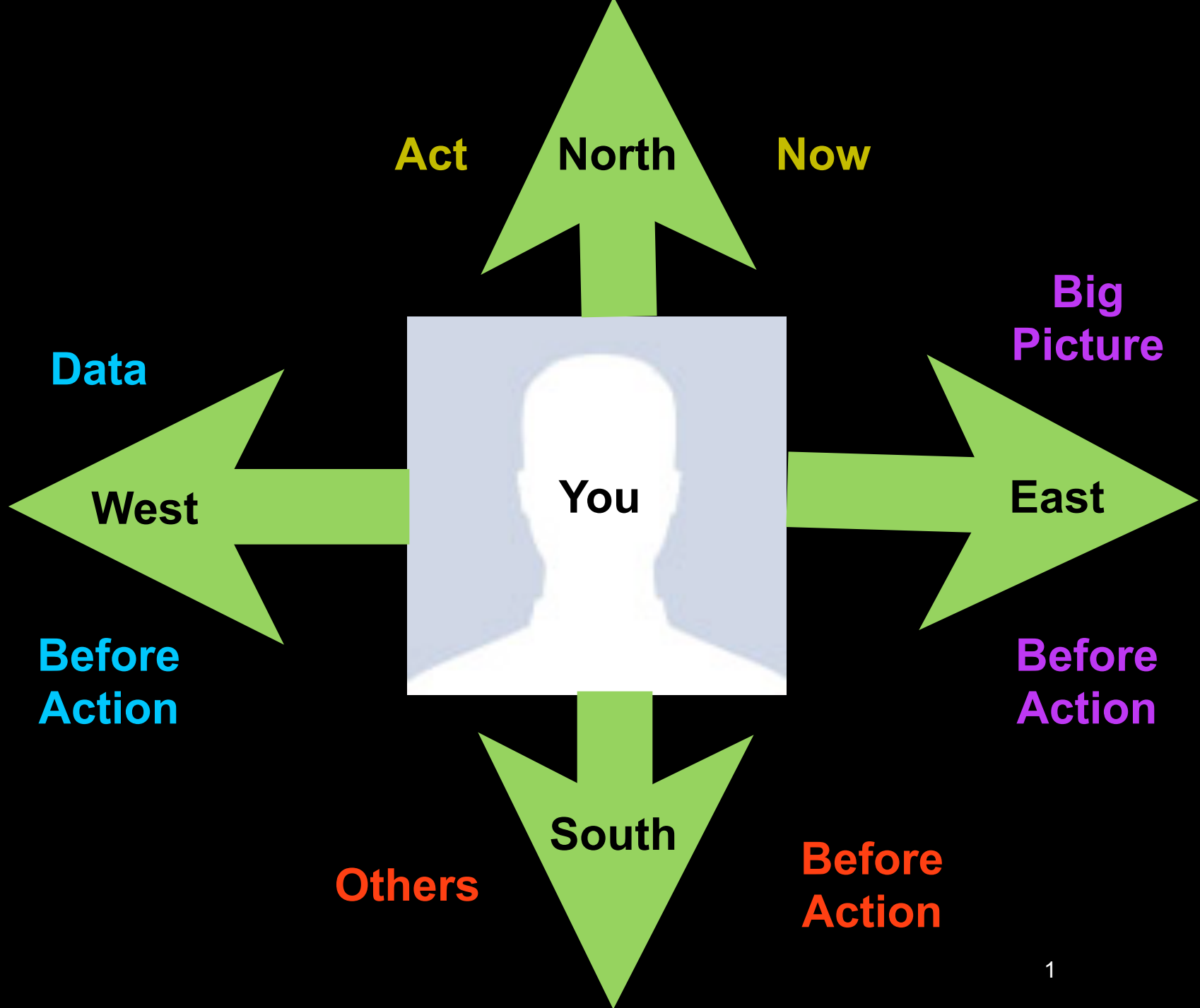
In Distress:

Locks in - resists change

Doesn't delegate

Mired in details

So What Happens?



Decisive
& Quick

N

Act
Now

Bottom Line

Details
Before Action

W

Data and
logic!

Engineer

Who
Are
You?

Explore &
create!

E

Big
Picture
Before
Action

Visionary

Healer

Share &
Support

S

Others Before
Action

Go to the direction in the room
that most matches your
personality type.

ANSWER 3 QUESTIONS

WHAT IS IT ABOUT YOUR TYPE THAT
MAKES YOU GOOD TO WORK WITH

WHAT IS IT ABOUT YOUR TYPE THAT
MAKES YOU DIFFICULT TO WORK WITH

NAME ONE SITUATION THAT PUTS YOU
UNDER STRESS AND HOW PEOPLE
CAN HELP YOU RELIEVE THAT STRESS

WHAT TYPE IS THE MOST DIFFICULT TO
WORK WITH