S K O R I E N T E D

Α

Personal Compatibility Tips Work

We must have mutual respect to avoid conflict.
Clarify boundaries of authority. We are movers and shakers. We can make things happen. We will be great counteracting obstacles if we aren't too competitive.

Best
Good
Fair
Poor

Prevailing Question: What?
Participation: Pro-Active
Emotional Motivator: Anger
Greatest Fear: Taken advantage

Conflict response: Aggressively and directly

OUTGOING

Lions in your Sphere of Influence



Otters in your Sphere of Influence

Retrievers in your

Personal Compatibility Tips Work Best Best Listen to me. I like to talk. Help me transfer talk into actions. Recognize my Good Good accomplishments. Show me what you expect. Fair Fair Don't cut out all the social time. I'm not really keen on being told what to do. Poor Poor

Prevailing Question: Who?

Participation: Pro-Active

Emotional Motivator: Optimism

Greatest Fear: Rejection

Conflict response: Pro-actively

Sphere of Influence

Perso	onal Compatibility Tips	Work
Best	Provide facts to answer	Best
Good	all my questions. Go slower. Don't be pushy. Give me time to think. Resolve my objections	Good
Fair	calmly. Don't surprise m with new information	1e Fair
Poor	without giving me the pros and cons.	Poor

Prevailing Question: Why?
Participation: Passive
Emotional Motivator: Fear
Greatest Fear: Criticism

Conflict response: Passive withdrawal



Beavers in your Sphere of Influence

here of Influence Sphere of Influence

Lion

Perso	onal Compatibility Tips	Wor	k R
Best	Slow down. Your strong	Best	I
Good	style can intimidate me.		E
	Give me time to understand what you are	Good	N
Fair	thinking. I adjust more		T
T GII	slowly to change than you do. Let me know how	Fair	Е
Poor	things are going to be	Poor	D
	done.		

Е

Prevailing Question: How?

Participation: Passive

Emotional Motivator: Non-Emotional

Greatest Fear: Loss of Security

Conflict response: Passively without emotion

RESERVED

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