

COMMUNICATION STYLE

Communication Style Profile for

Your Name

Communication Style

Model and Profile Description

The Communication Style Profile shows an individual's communication dominance (use of power) and formality (use of emotion). The horizontal axis represents dominance and the vertical axis formality.

Communication style can be thought of as a person's "comfort zone" as a communicator. Beginning at an early age, a person communicates in ways that are most comfortable and natural for him or her. These responses become strong habits – the "style" of how that individual communicates with other people. Out of all the possible combinations of dominance and formality, an individual's communication style is the location on the grid which is most comfortable – and works – for him or her.

Your communication style is indicated by the star on the grid below. This location was determined by the feedback of your respondents.

It is important to emphasize that there are no good or bad, right or wrong, communication styles. No placement on the grid is necessarily more effective than another. All four styles have unique strengths and are needed for optimal organizational performance. The key to effective communication is to use your style in ways that both reach your goals and make others comfortable by meeting their communication goals.

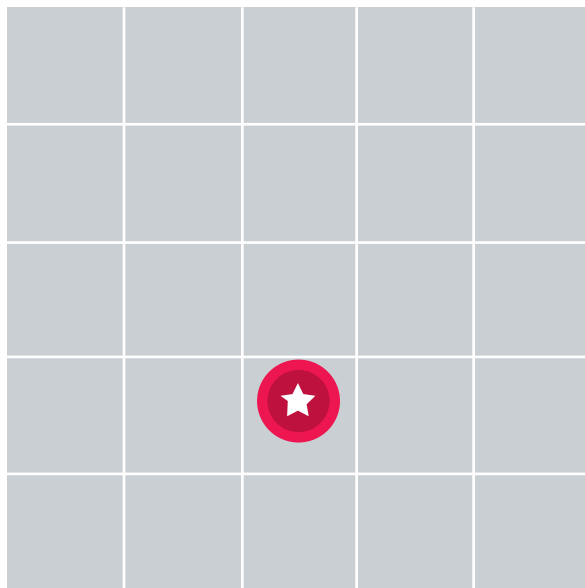
We usually favor our own style and need to learn and grow to work effectively with people from all four styles. This is what Keys of Communication training is all about.

The attached Communication Style description is one of 19 style descriptions. It was not written specifically for you. Other people plotted near you would receive the same description. Therefore, there may be a sentence or two that do not fit you personally. However, I encourage you to share your description with people who know you and get their feedback. Do not "throw out" a sentence until you get feedback from others – they may agree with that sentence and can give you helpful insights.

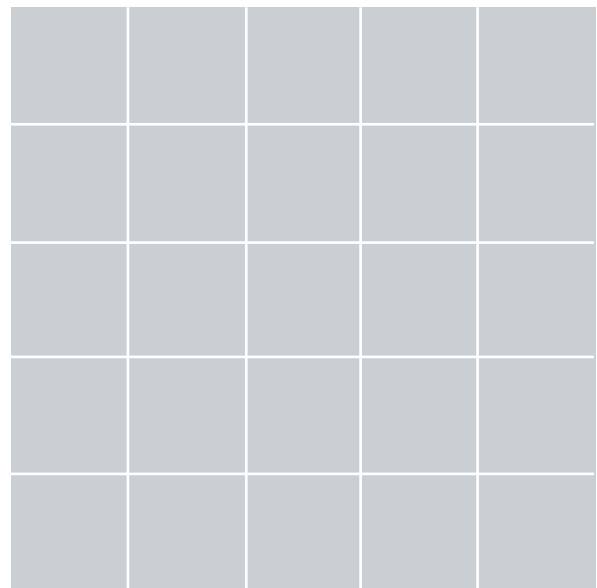
Communication Style Results

Supporting

Promoting

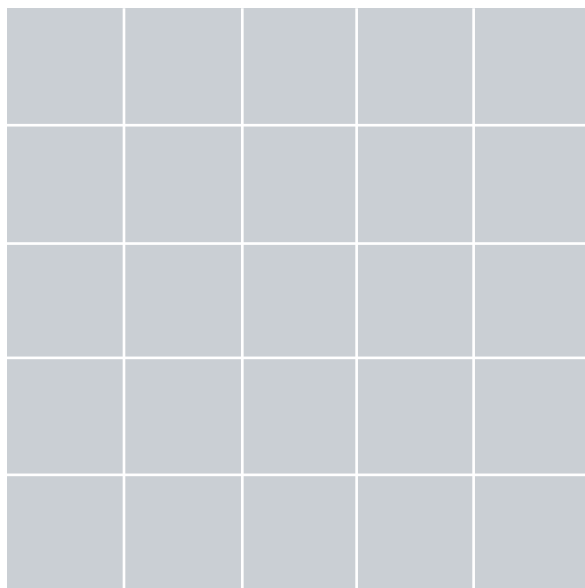


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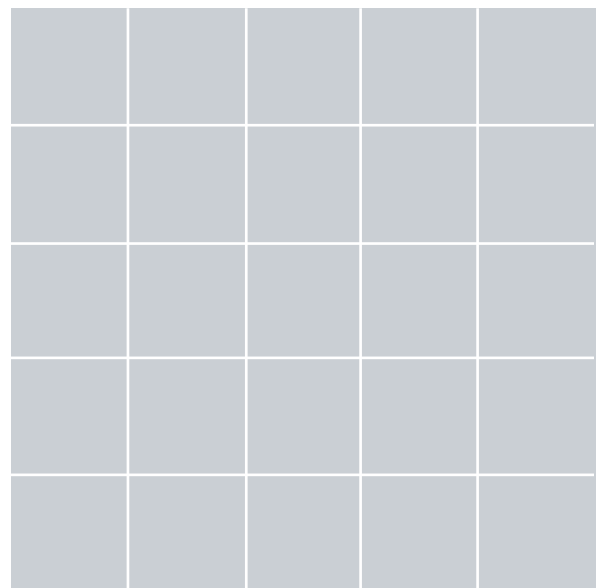


EASY GOING

DOMINANT



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Analyzing

Controlling

Keys of Communication

STYLE • GOALS • FLEXIBILITY • LISTENING • SPEAKING

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