

HOW EACH ATTRIBUTE PREFERS TO LISTEN



ANALYTICAL

- Give me the key facts only.
- Get to the point.
- I'll ask if I want details.

CONCEPTUAL

- Give me a synopsis.
- Capture my imagination.
- I prefer metaphors.

STRUCTURAL

- Give me all of the details.
- Give me all of the facts in an organized manner.
- I'll listen as long as it takes.

SOCIAL

- Give me the key facts about people.
- I will respond to emotion and feeling.
- Tell me a story.

EXPRESSIVENESS

1/3 I will listen attentively. 3/3 I find it hard to be quiet.

ASSERTIVENESS

1/3 I appear neutral. 3/3 I may interrupt to ask questions.

FLEXIBILITY

1/3 I prefer information delivered in a specific way. 3/3 I am receptive to information in many ways.