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Communicating with a High “i” Style

Enter the “i” office with a smile and a compliment. “Your haircut looks great!”



The second “primary emotion” relating to behavioral style is influence. A strong “i” describes one who is an extrovert. They enjoy the spotlight, love people and relate to feelings. When communicating with an “i”, one should use the following guidelines for open and effective communication:

Do

- Show enthusiasm and interest in their ideas
- Talk about people and their goals
- Allow time for socializing
- Provide a warm and friendly environment

Don't

- Dwell on details
- Control the conversation
- Be quiet, unsocial or tight-lipped
- Be negative

It is important to remember the “i” likes interacting with others while keeping the atmosphere light and informal. An “i” believes that things can be accomplished and a business can thrive without incorporating too much stress or detail. An “i” enjoys the recognition they deserve.

...Next Month

Understanding and Communicating with a High “S” Style

EPIC Reminder: Use your EPIC credits to purchase assessment profiles.

DiSC Personal Profile	Discovering Diversity Profile
Personal Listening Profile	Team Dimensions Profile
Time Mastery Profile	Work Expectations Profile
Coping & Stress Profile	

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