

Minder**Organiser****Director****Enthusiast****Minder talking with...**

Easy conversations Make sure objectives are achieved and decisions are made Watch the time	Give them all the facts and figures. Stay logical Don't worry if they seem cynical it's their nature	Speak confidently Up the pace , volume Stand your ground Get to the point Avoid small talk	Smile and be friendly Up your pace Keep them on track and to time Appeal to their ego
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Organiser talking with...

Limit the facts and figures Give them time to process the detail Be friendly Be reassuring Ask how they feel	Be open to their way of thinking Avoid both getting bogged down detail Focus on end result Keep track of time	Give bottom line answers Minimise the detail Speak with conviction Up your pace	Smile Be enthusiastic Avoid the detail Stick to key points Up the pace Make it fun
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Director talking with...

Slow down Soften your voice Let them speak Give them time to think Give assurance	Give them more detail Be prepared to answer their questions Give time to think	Avoid battling - debate instead Seek a win/win solution Compromise	Smile Engage in social chit chat Acknowledge their strengths Ask don't tell
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Enthusiast talking with...

Avoid too much chit chat Be supportive Listen to their needs Slow down your pace	Be far more factual Be on time Softer quieter voice Answer their questions Be patient	Stick to the point Avoid chit chat Don't get offended if they are abrupt Be more serious	Share the limelight Make sure you achieve your objectives Watch the time
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The Conversation Game

Name

First Card

Second Card

Third Card

Fourth Card

What happens when I talk to someone who has the same top card as me? What should we be aware of and potentially avoid?

Which conversation style do I find most challenging to deal with? What are the strengths of this style?

What can I do to improve my conversation when interacting with someone who has this as their top style?

Action Plan

Things I am going to START doing:

Things I am going to STOP doing:

Things I should CONTINUE doing:
