

I find more value in forming a connection with someone before discussing data or numbers with them.



When working on a team,  
I enjoy implementing  
the solutions.



I enjoy challenging the conventional (e.g., the norm or the easy solution).



I pride myself on being composed under pressure most of the time.



It's very important to me to have time to talk with the people around me on a regular basis.



It's important to me to follow a process step-by-step, rather than skipping around or jumping to the end.



I enjoy developing out-of-the-box (new) solutions to problems rather than just following a set of steps someone else thought up.



When solving a problem,  
I use data as my primary  
tool/resource.



I appreciate hearing how others feel about something before I make a decision.



I do my best work when I have a timeline and well-thought-out plans.



When talking to someone, I like to get right to the point.



I say specifically what I mean, avoiding extra words, big words or vague language.



I'm comfortable being at the center of a group discussion.



I try to avoid chaos.



I have a lot of big ideas and don't like to focus so much on the details.



I think of myself  
as a logical person  
most of the time.



I like to spend time getting to know people.



I find it important to be detail-oriented so I don't miss any important facts or steps in a process.



I sometimes get impatient when people want to describe something with lots of details.

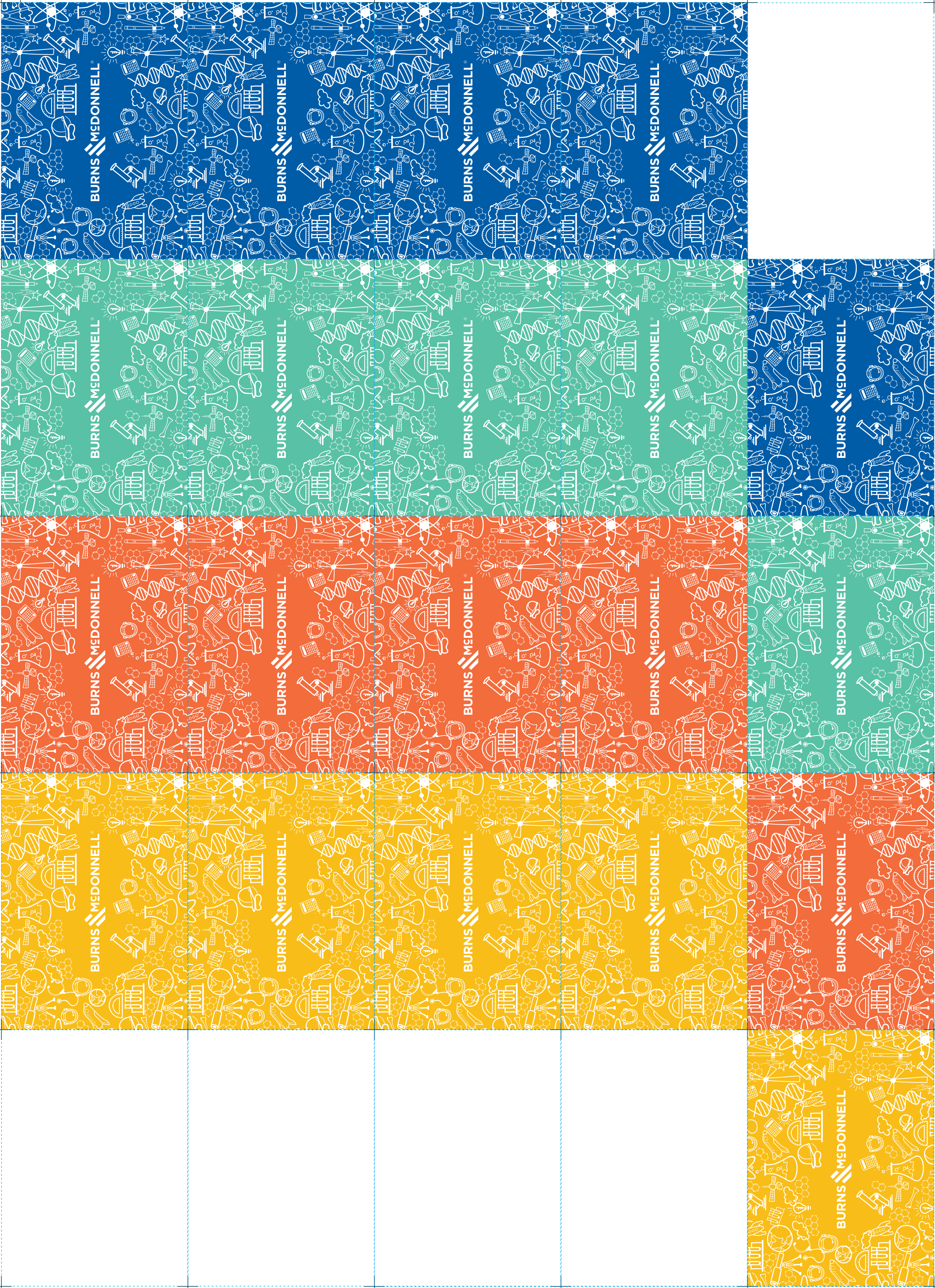


When receiving information, I prefer to see the facts and/or data more than just reading an overview.



**Directions:**

1. Review all the cards and pick the five that best describe how you communicate.
2. Flip the cards over and match the most common color to the reference sheet to learn more about your communication style.



**SUGGESTED PRINTING:**

**11” x 17”  
DOUBLE SIDED (FLIP ON LONG EDGE)  
FIT TO PAGE**

**CUT ON BLUE LINE**