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| **Course:** | BF10: Principles of Business and Finance |
| **Objective:** | NC CTE 1.01: Apply verbal skills to obtain and convey information. (CO:053, QS LAP 29) (CO:084) (CO:061) (CO:114) |

**1.01A-STYLE FLEXING STRATEGIES - Graphic Organizer**

**Directions:** One key to communicating effectively is to better understand your personality type and know how to deliver messages to people of different communication styles. Fill in the graphic organizer with key terms as your teacher discusses appropriate strategies to practice when communicating with individuals of like and different temperaments.

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| **TEMPERAMENT** | **DRIVER/DIRECTOR/ CONTROLLER** | **EXPRESSIVE/PROMOTER** | **AMIABLE/SOCIALIZER/ COLLABORATOR/RELATOR** | **ANALYTICAL/ANALYZER** |
| **DRIVER COMMUNICATING WITH…** |  |  |  |  |
| **EXPRESSIVE**  **COMMUNICATING WITH…** |  |  |  |  |
| **AMIABLE**  **COMMUNICATING WITH…** |  |  |  |  |
| **ANALYTICAL**  **COMMUNICATING WITH…** |  |  |  |  |