

Director

- Motivated by power and control
- You'll hear them as they go racing by

Characteristics	Conversational Style
Wants immediate results from others	Direct to the point speech
Comfortable taking the lead	Talks and thinks quickly
Likes to win and achieve	Talks about actions and goals
Likes to test the limits	Black and white discussions
Works well under pressure	Too busy for social chit chat
Welcomes challenge and change	Strong often loud voice
Excellent multi-taskers	Poor listening skills

Directors dislike

- Failure
- Not being in control

Directors avoid

- Dealing with the emotions of others
- Sitting and relaxing

Words to describe Directors

- Decisive
- Competitive
- Impatient
- Logical
- Opinionated

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Director

Enhancement Tips

Director is your first card

- Listen more to others
- Be more empathetic
- Take time out, relax more
- Admit your mistakes
- Learn to be more patient
- Accept some rules are needed
- Learn to compromise, others have views too

Director is your fourth card

- Set yourself goals with deadlines
- Take action to achieve what you want
- Start making decisions
- Get to the point in your discussions
- Take the lead more

Top tips for successful conversations

1. Know your conversation style
2. Identify the conversation style of the person you are talking to
3. Adapt your conversation to suit theirs

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(02) 9326 6803