

Relational Intelligence

Making Differences Work For You

Accelerating Excellence
Podcast Episode #25

*"If you accept that people are different and embrace rather than curse the uniqueness that everyone brings to the table, you'll navigate the world with more bliss and effectiveness."
– Seth Godin*

THE 4 STYLES

DIRECT Theme: Get It Done	SPIRITED Theme: Get Noticed	CONSIDERATE Theme: Get Along	ANALYTICAL Theme: Get It Right
<ul style="list-style-type: none"> • Bottom line • Decisive • Practical • Competitive 	<ul style="list-style-type: none"> • Enthusiastic • Spontaneous • Persuasive • Dislikes rules 	<ul style="list-style-type: none"> • Sensitive • Loyal • Service • Likes routine 	<ul style="list-style-type: none"> • Systematic • Precise • Deliberate • Autonomous

1. MAKING DIFFERENCES WORK IN COMMUNICATION

Everyone is accessible if you go through the right door. For effective results, adjust to the other person's style.

2. MAKING DIFFERENCES WORK IN TEAMS

Seek unity not uniformity. Complementary styles are best. Great teams maximize individual strengths and minimize weaknesses.

3. MAKING DIFFERENCES WORK IN JOB FIT

Put people in positions to play to their strengths.

"Try to bring out what God put in, not stuff in what God left out." – Marcus Buckingham

With others that are different from you, seek to move from:

