

TEAM STYLES

1

Now repeat the exercise from Worksheet 1 for the **top 3-5 people you influence**. Choose the top 15 behaviors that best describe them **at work**. Then total the columns for each person. Note the column color of their highest score and find the second level of boxes in the corresponding color block on Worksheet 2. Add their initials in that row.

Name: _____

Behavioral Strengths

- | | | | |
|--|---------------------------------------|---------------------------------------|--|
| <input type="checkbox"/> Considerate | <input type="checkbox"/> Adaptable | <input type="checkbox"/> Competitive | <input type="checkbox"/> Analytical |
| <input type="checkbox"/> Cooperative | <input type="checkbox"/> Animated | <input type="checkbox"/> Confident | <input type="checkbox"/> Detail oriented |
| <input type="checkbox"/> Helpful | <input type="checkbox"/> Empathetic | <input type="checkbox"/> Directing | <input type="checkbox"/> Economical |
| <input type="checkbox"/> Idealistic | <input type="checkbox"/> Enthusiastic | <input type="checkbox"/> Forceful | <input type="checkbox"/> Factual |
| <input type="checkbox"/> Loyal | <input type="checkbox"/> Experimental | <input type="checkbox"/> Persistent | <input type="checkbox"/> Methodical |
| <input type="checkbox"/> Modest | <input type="checkbox"/> Flexible | <input type="checkbox"/> Persuasive | <input type="checkbox"/> Practical |
| <input type="checkbox"/> Receptive | <input type="checkbox"/> Inspiring | <input type="checkbox"/> Quick to act | <input type="checkbox"/> Reserved |
| <input type="checkbox"/> Responsive | <input type="checkbox"/> Negotiating | <input type="checkbox"/> Seek change | <input type="checkbox"/> Thorough |
| <input type="checkbox"/> Seek excellence | <input type="checkbox"/> Sociable | <input type="checkbox"/> Risk taking | <input type="checkbox"/> Tenacious |
| <input type="checkbox"/> Trusting | <input type="checkbox"/> Tactful | <input type="checkbox"/> Urgent | <input type="checkbox"/> Steadfast |

 _____ Total Column 1

 _____ Total Column 2

 _____ Total Column 3

 _____ Total Column 4

Name: _____

Behavioral Strengths

- | | | | |
|--|---------------------------------------|---------------------------------------|--|
| <input type="checkbox"/> Considerate | <input type="checkbox"/> Adaptable | <input type="checkbox"/> Competitive | <input type="checkbox"/> Analytical |
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| <input type="checkbox"/> Seek excellence | <input type="checkbox"/> Sociable | <input type="checkbox"/> Risk taking | <input type="checkbox"/> Tenacious |
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 _____ Total Column 1

 _____ Total Column 2

 _____ Total Column 3

 _____ Total Column 4

TEAM STYLES

2

Name: _____

Behavioral Strengths

- | | | | |
|--|---------------------------------------|---------------------------------------|--|
| <input type="checkbox"/> Considerate | <input type="checkbox"/> Adaptable | <input type="checkbox"/> Competitive | <input type="checkbox"/> Analytical |
| <input type="checkbox"/> Cooperative | <input type="checkbox"/> Animated | <input type="checkbox"/> Confident | <input type="checkbox"/> Detail oriented |
| <input type="checkbox"/> Helpful | <input type="checkbox"/> Empathetic | <input type="checkbox"/> Directing | <input type="checkbox"/> Economical |
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 ____ Total Column 1

 ____ Total Column 2

 ____ Total Column 3

 ____ Total Column 4

Name: _____

Behavioral Strengths

- | | | | |
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 ____ Total Column 1

 ____ Total Column 2

 ____ Total Column 3

 ____ Total Column 4

TEAM STYLES

3

Name: _____

Behavioral Strengths

- | | | | |
|--|---------------------------------------|---------------------------------------|--|
| <input type="checkbox"/> Considerate | <input type="checkbox"/> Adaptable | <input type="checkbox"/> Competitive | <input type="checkbox"/> Analytical |
| <input type="checkbox"/> Cooperative | <input type="checkbox"/> Animated | <input type="checkbox"/> Confident | <input type="checkbox"/> Detail oriented |
| <input type="checkbox"/> Helpful | <input type="checkbox"/> Empathetic | <input type="checkbox"/> Directing | <input type="checkbox"/> Economical |
| <input type="checkbox"/> Idealistic | <input type="checkbox"/> Enthusiastic | <input type="checkbox"/> Forceful | <input type="checkbox"/> Factual |
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____ Total Column 1



____ Total Column 2



____ Total Column 3



____ Total Column 4

IMATRIX - INFLUENCE MATRIX

If a team member has multiple/competing styles (close scores), choose the style you believe **best** fits that person at work and locate that style on your slide-a-style tool.

4

NAME	STYLE (REFERENCE WORKSHEET 2)	HOW TO MOTIVATE REFERENCE YOUR SLIDE-A-STYLE AND LIST 2 THINGS THAT MAKE THEM "TUNE IN".	HOW TO DEMOTIVATE REFERENCE YOUR SLIDE-A-STYLE AND LIST 2 THINGS THAT MAKE THEM "TUNE OUT".	MY NEXT STEPS IN YOUR OWN WORDS, WHAT NEXT STEPS WILL YOU TAKE WITH THIS PERSON? (REFERENCE WORKSHEET 7)
YOUR NAME		#1 #2	#1 #2	
CO-WORKER'S NAME		#1 #2	#1 #2	
CO-WORKER'S NAME		#1 #2	#1 #2	
CO-WORKER'S NAME		#1 #2	#1 #2	
CO-WORKER'S NAME		#1 #2	#1 #2	

IMATRIX - INFLUENCE MATRIX

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5

NAME	STYLE (REFERENCE WORKSHEET 2)	HOW TO MOTIVATE REFERENCE YOUR SLIDE-A-STYLE AND LIST 2 THINGS THAT MAKE THEM "TUNE IN".	HOW TO DEMOTIVATE REFERENCE YOUR SLIDE-A-STYLE AND LIST 2 THINGS THAT MAKE THEM "TUNE OUT".	MY NEXT STEPS IN YOUR OWN WORDS, WHAT NEXT STEPS WILL YOU TAKE WITH THIS PERSON? (REFERENCE WORKSHEET 7)
Jack Brown	CT	#1 Competition #2 Moving fast	#1 No challenges #2 Restricted resources	I will meet with Jack and ask him to create a contest for the sales team. I will personally offer an incentive to him to reach a huge goal.
Amber Diamond	AD	#1 People and friendly social situations #2 Being flexible	#1 Unfriendly people #2 Strict schedules	I plan to support Amber by meeting with her daily to encourage her. Then stretch it out to weekly and monthly as needed.
Trey Williams	CH	#1 Facts and data #2 Being unemotional	#1 Constant changes #2 Fast decisions	Since I am highly inspiring (emotional) I will slow down my clock and conversation with Trey, ask more questions and come prepared with data for our next meeting. Even consider more email.
Lisa Stevens	SG	#1 Reassurance #2 Talk of perfection or an idealistic vantage point (vs a realistic vantage point)	#1 Criticism #2 Unhelpful people	I'm going to meet with Lisa about the vision of our company and ask her how she would like to communicate on a regular basis; see what her ideal is, then do it.
CO-WORKER'S NAME		#1 #2	#1 #2	
CO-WORKER'S NAME		#1 #2	#1 #2	