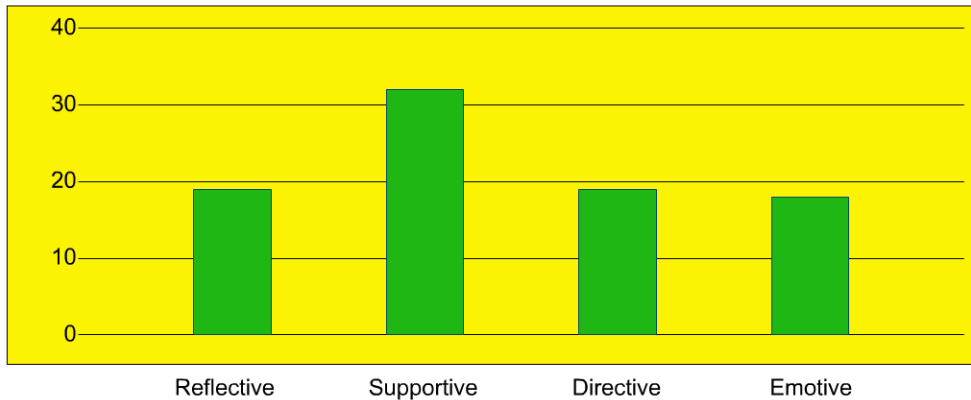


Preferred Communication Style of Rivers, Ronnell: Supportive

The identified preferred communication style is a Supportive. A supportive enjoys teamwork that provides close, friendly, personal relationships with others. A supportive is people-oriented and has the ability to get others to open up and share their feelings about goals and objectives.

The Preferred Range of Communication Styles of Rivers, Ronnell



The highest point on this chart is the dominant or preferred communication style. The other bars show the preferences for alternative styles.

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Person
Rivers, Ronnell

Preferred Communication Style
Supportive

A Supportive may enjoy more happiness and success by saying occasionally, and attending to the completion of tasks without oversensitivity to the feelings of others. He or she should be more willing to delegate to others and to reach beyond his or her comfort zone to set goals that require some stretch and risk.

Specifically, a Supportive may enjoy more success when communicating with other styles in the following manner:

Communicating More Effectively With The Directive

The key to relating to a Directive is to keep the relationship somewhat businesslike. Developing a strong personal relationship is not a high priority for Directives. In other words, friendship is not usually a condition for a good working relationship. Your goal is to be as efficient, time disciplined, and well organized as possible and to provide appropriate facts, figures, and success probabilities. Most Directives are goal-oriented people, so try to identify their primary objectives and then determine ways to support and help with these objectives. Ask specific questions and carefully note responses. Look for specific points you can respond to when it is time to present your ideas.

Communicating More Effectively With The Emotive

If you are communicating with an Emotive person, you will need to move at a somewhat rapid pace that holds their attention. Be enthusiastic and avoid an approach that may be stiff and formal. Take time to establish goodwill and build relationships. Do not place too much emphasis on facts and details. To deal effectively with Emotive people, plan actions that provides support for their opinions, ideas, and dreams. Plan to ask questions concerning their opinions and ideas, but be prepared to help them get "back on track" if they move too far away from the topic being discussed. Maintain good eye contact and, above all, be a good listener.

Communicating Effectively with the Reflective

The Reflective person responds in a positive way to thoughtful and well-organized ideas and plans. Arrive at meetings on time and be well prepared. In most cases it is not necessary to spend a great deal of time working on a social relationship. Reflective people appreciate a no-nonsense, businesslike relationship. Use specific questions that show clear direction, and once you have information concerning the reflective's needs and interests present your thoughts in a slow, deliberate way. Provide facts and as much documentation as possible. Do not be in a hurry and be careful about pressuring the Reflective to make a quick decision.