

Communication & Interaction Style Expectations, Fears, and Trust



What they...

VALUE & EXPECT FROM OTHERS

Action | Results | Competency

FEAR & WANT TO AVOID

Failing | Losing | Appearing Weak
Being Taken Advantage Of

TRUST

Confidence

**Questioning
& Skeptical**

What they...

VALUE & EXPECT FROM OTHERS

Dependability | Competency | Quality

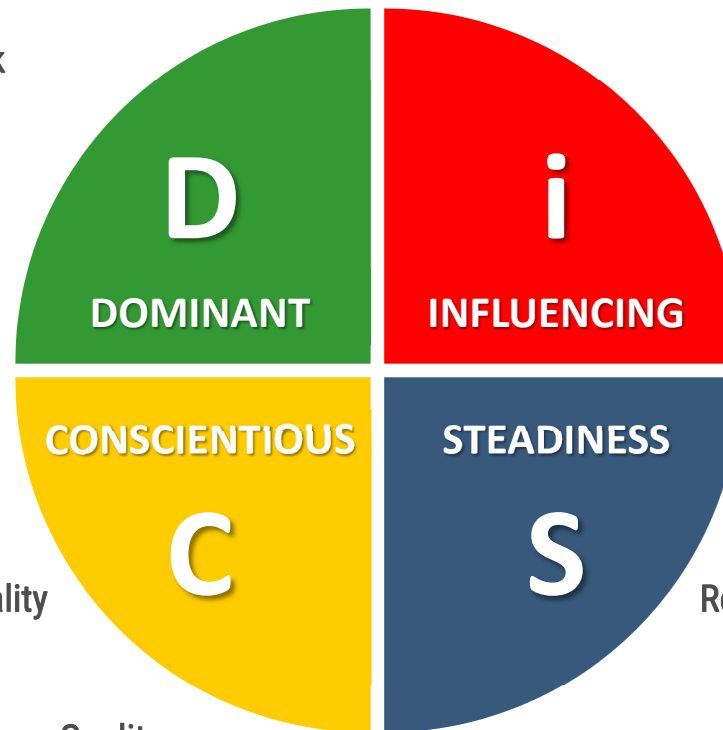
FEAR & WANT TO AVOID

Being Wrong | Having to Settle for Low Quality
or Accuracy | Dealing with Emotional Outbursts

TRUST

Competence

**Fast-Paced
& Outspoken**



**Cautious
& Reflective**

What they...

VALUE & EXPECT FROM OTHERS

Relationships | Enthusiasm | Action

FEAR & WANT TO AVOID

Being Rejected or Ignored
Having to Deal with Criticism

TRUST

Openness

**Accepting
& Warm**

What they...

VALUE & EXPECT FROM OTHERS

Relationships | Sincerity | Dependability

FEAR & WANT TO AVOID

Having to Deal with Rapid Change
Upsetting Others | Loss of Harmony

TRUST

Kindness