

Communication Styles

Objective

- Speaks factually and to the point
- “Tells” others
- Impression of objective judgment
- Impersonal basis of choice
- May step on toes
- Often unaware of personal impact
- Prefers outcomes to results

Personal (Subjective)

- Speaks personally or subtly
- “Sells” other
- Appears intuitive
- Uses personal basis of choice
- Contagious disposition
- Can tend to ramble
- Conscious of personal impact
- Prefers process to results