

The 4 Types of People

Cautious

- Concerned
- Focused on details
- Plan ahead
- Accuracy checks
- Want how's & why's

Directive

- Driving & Decisive
- Strong willed
- Fast paced
- Accuracy checks
- Like getting to the point

Steady

- Sympathetic
- Cooperative
- Supportive
- Good listeners
- Like predictability

Influencer

- Optimistic & Outgoing
- Very social
- Sharing thoughts
- Entertaining
- Energising others
