



**NAVIGATING COMMUNICATION STYLES FOR BETTER CONNECTIONS**

**Workshop Presenter:**  
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 TEAM Communication Styles, Inc

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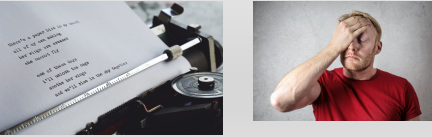
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**MISINTERPRETATION**

- What's the right thing to do?
- Why can't people be more consistent?



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**THE IMPORTANCE OF COMMUNICATION STYLES**

By understanding a communication styles model, you'll gain:

- New strategies for improving work and personal relationships
- Insights into why difficult people act the way they do
- Awareness of things you do that may irritate others
- Tips for better communication with co-workers, customers, family and friends

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**WHAT DO YOU SEE?**



People can see the same conversation differently when viewed through their Communication Style filter.

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**COMMUNICATION**

*"The single biggest problem in communication... is the illusion that it has taken place"*  
George Bernard Shaw

*Great leadership doesn't build great teams, great communication does!*  
Agree? Disagree?

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**UNDERSTANDING STYLES TO BUILD STRONGER WORK RELATIONSHIPS**

Communication styles:

- How we express ourselves verbally, nonverbally, or in writing
- How we like to be communicated to
- How we prefer to receive information and approach problems
- How we approach decision making and work

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# Navigating Communication Styles for Better Communication

UNDERSTANDING COMMUNICATION STYLES

■ Changes ~~Difficult~~ to Different!

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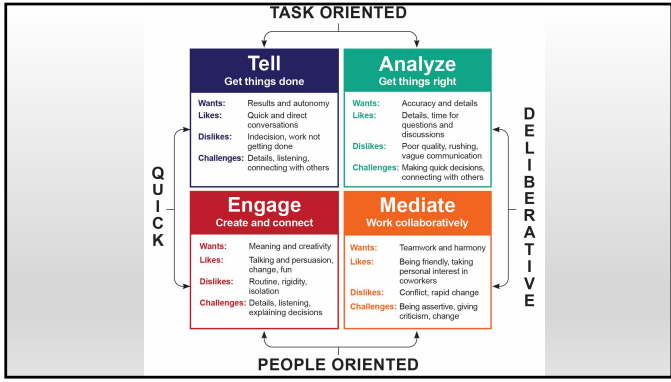
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CHARACTERISTICS / PREFERENCES				
	T	E	A	M
Decision Making	Minimal hesitation	Intuitively, quick brainstorms	Thinks it through, analyzes	Considers impact on others
Work Focus	Task completion	People and systems	Task details	People and connections
Verbal Communication	Concise, direct	Elaborate, stories	Detailed	Friendly
Listens	Briefly	For the broad message	For details and facts	Empathetically
Motivations	Quantity of results	Meaningful work	Quality of results	Appreciation
Positive Feedback	May not value	Appreciates	Values – wants specifics	Values greatly
Corrective Feedback	Gives it directly, blunt	Gives directly, big picture	Gives specifically, with details, is critical	Gives softly
Approaches Conflict	Directly	Creatively, persuasively	Cautiously, data oriented	Cautiously, avoids if possible
Teamwork	Works alone	Values teams	Values – if task focused	Values greatly

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**Golden Rule:**


He who has the ~~Golden~~ rules.

*Do unto others as you would have them do unto you.*

**Golden Rule 2.0:**

*Do unto others ~~before~~ they do unto you.*

**Do unto others as they want to be done unto.**



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**HOW MIGHT YOU ADAPT TO A....**

- T Style?
- E Style?
- A Style?
- M Style?

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**UNDERSTANDING STYLES HAS BEEN GREAT!**

I'M MEAN TO MY BOSS AND EVERYTHING IS GREAT!



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**BRINGING T.E.A.M. BACK TO THE WORKPLACE**

Be transparent

Reveal yourself first, but don't use T.E.A.M. labels

Be tentative about the other; positive only!

Meet half-way or more, but predict errors

Check back early and often – ask for feedback

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**FOR MORE INFO OR TO TAKE A T.E.A.M. ASSESSMENT**

T.E.A.M. COMMUNICATION STYLES®

[www.teamcommunicationstyles.com](http://www.teamcommunicationstyles.com)

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T.E.A.M. COMMUNICATION STYLES®

**THANKS FOR YOUR PARTICIPATION!**

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