



*Take the quiz!*

[ilumalearning.com/personality-style-quiz](https://ilumalearning.com/personality-style-quiz)



# Communicating Effectively with Each Style

## POSSIBILITIES

Inspiring Unique Meaning

Focus on big picture, context, future  
Be positive and upbeat  
Share the greater purpose of tasks

WHY

## ACTION

Win Challenge Results

Be clear, specific, to-the-point  
Stick to business  
Be direct and fast paced

WHAT

## RELATIONSHIP

Help me Guarantee Harmony

Start with a personal connection  
Be non-threatening & listen  
Request, don't demand

WHO

## STRUCTURE

Analyze Controls Proven

Be organized, prepared, precise  
Show facts and data  
Allow more time for decisions

HOW