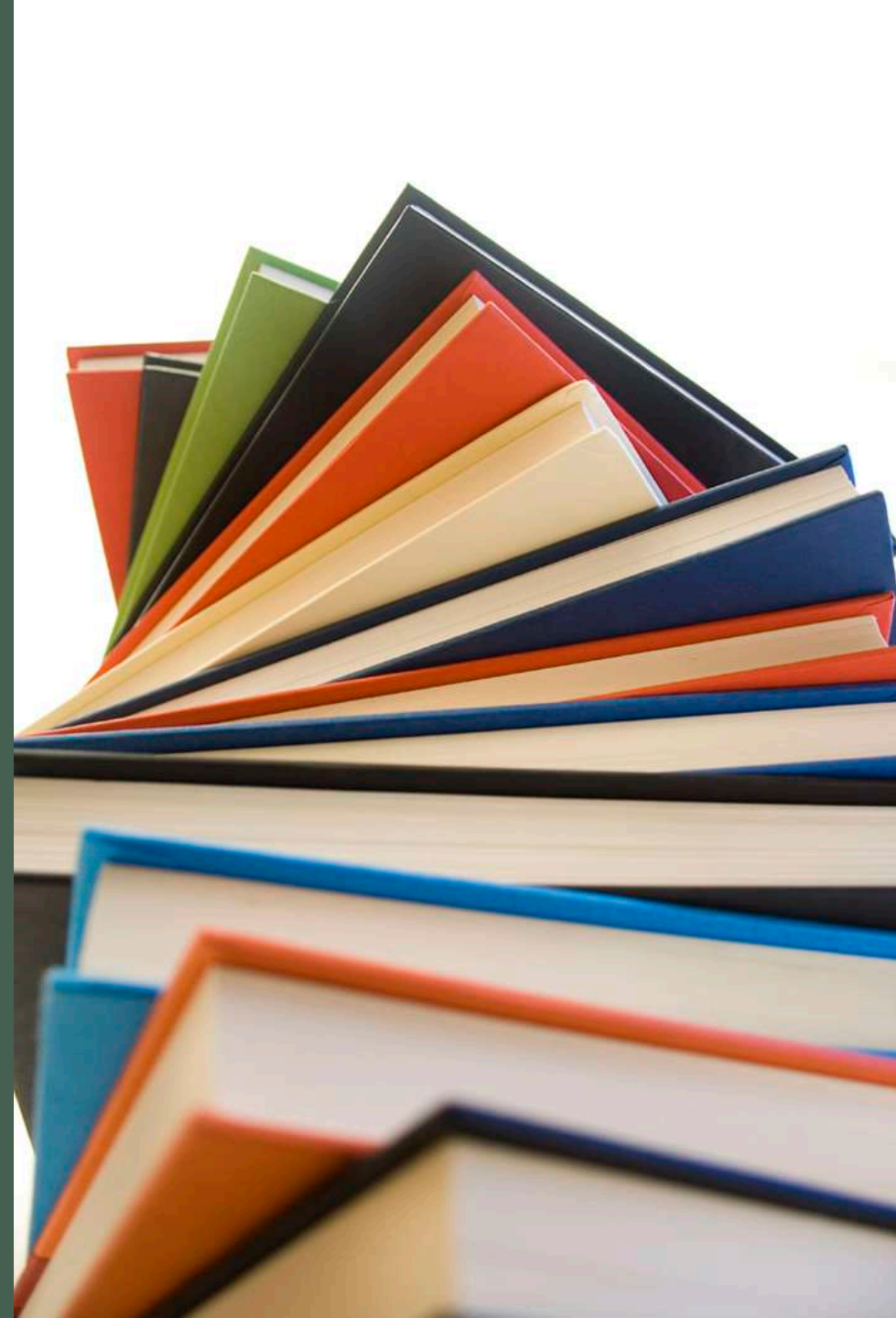


# Communications Styles



# Communication Styles

- Define “Communication Styles”

- The Golden Rule: “Do unto others as you would have them do unto you.”
  - Treat people the way you want to be treated
- The Platinum Rule: “Do unto others as they’d like done unto them.”
  - Treat people the way they want to be treated

# Activity

- With a partner, sit face to face, with one of your backs to the SmartBoard.
- The partner facing the board will describe the image on the board (don't give it away!) and the other will draw what they understand the image to be.
- There will be 4 shapes on the board
- You will have 2 minutes to complete the activity.



Things not to say:

Red

Triangle

Shape

Things you could say:

Three sided

Equal angles

Color of anger...





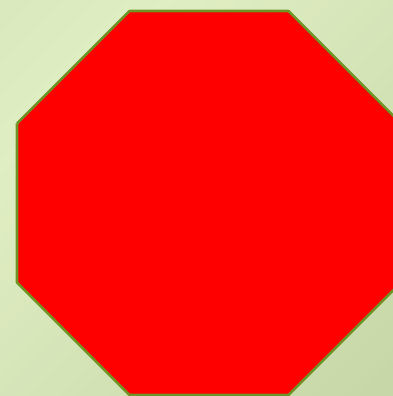
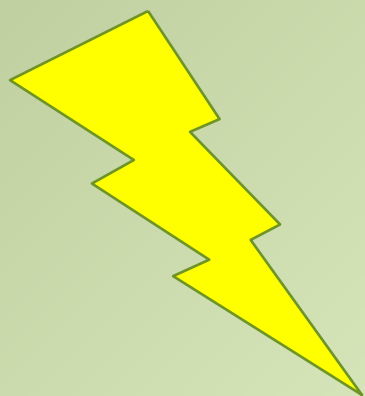
# Debrief

- How hard was it to draw what was described to you?
- How hard was it to describe what you saw?
- When you were describing the item or listening to your partner describe the item, were you watching your partner? Did you look at what their hands were doing? Did you look at their facial expressions? Their body language?

# Activity

- With the same partner, you will now sit back-to-back. The person who described the shapes before will now have their back to the SmartBoard and will be the one to draw.
- The shapes will be different from before.
- Again, don't give them away!





# Debrief

- Was it harder this time to describe/draw the items on the screen?  
Why?
- Was your partner direct in describing the item on the screen?  
Were the descriptions easy to understand or were they more vague?
- If you were describing the item, how did you decide what words to use in your description?

# Communication Traits

- Closed
  - Keep feelings private
  - Focus on the facts
- Open
  - Share their feelings
  - Opinions
- Direct
  - Get to the point!
  - Do more talking, tell others what to do
  - Confrontational
- Indirect
  - More easygoing
  - Make “small talk”
  - Ask questions and listen
  - Withdraw from conflict



# Communication Styles

- Director
- Socializer
- Thinker
- Relater

# Director (Closed and Direct)

- Firm and forceful
- Confident and competitive
- Decisive and determined
- Risk-takers
- Higher-power careers
- Executives
- Get to the point





# Socializer (Open and Direct)

- Outgoing
- Optimistic
- Enthusiastic
- Public Relations
- Politics
- Party Planning
- Give them the opportunity to talk about themselves
- Use their names in conversation
- Celebrate their success





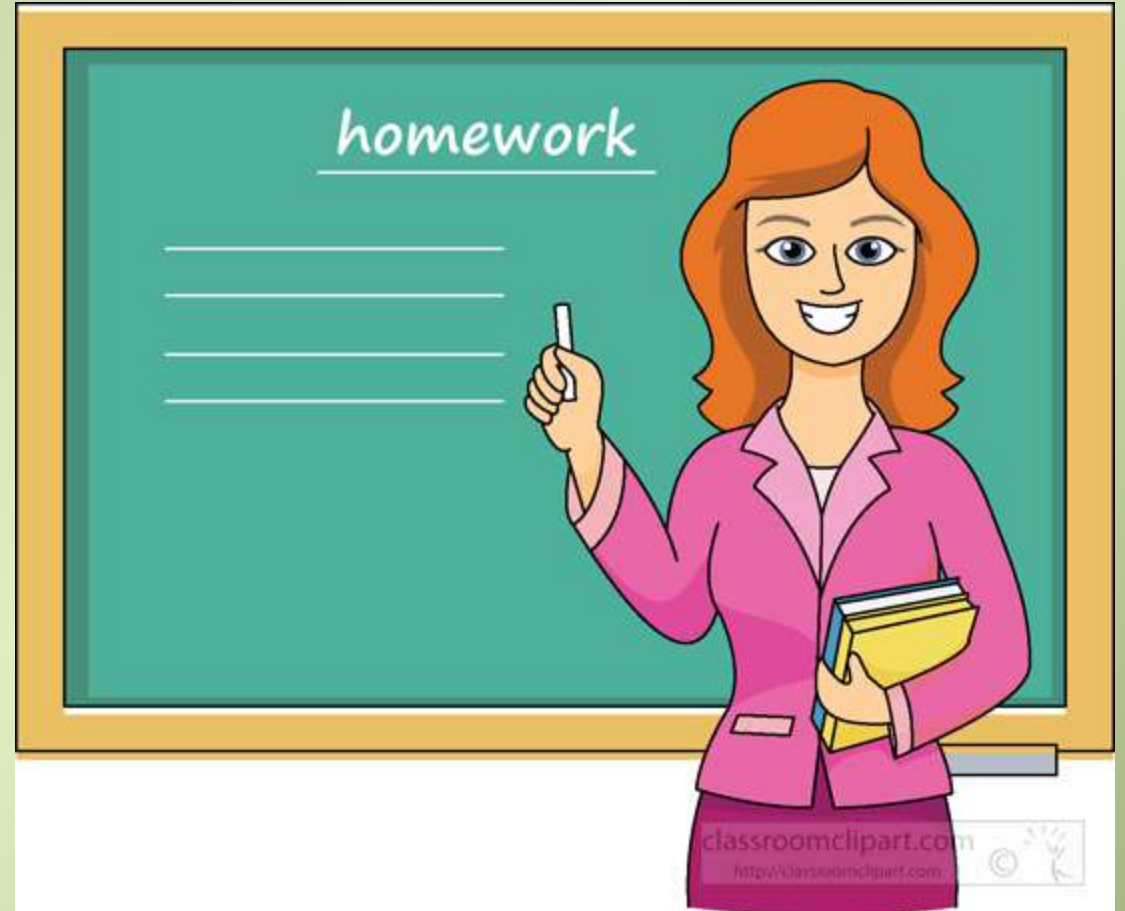
# Thinker (Closed and Indirect)

- Serious analytical thinkers
- Detailed and disciplined
- Engineering
- Accounting
- Architecture
- Computer Programming
- Communicate in writing
- Tell them the reasons why for change
- Detailed information and documentation



# Relater (Open and Indirect)

- Team players
- Care about relationships with others
- Job security
- Customer Service
- Teacher
- Social Work
- Financial Services
- Develop a friendly relationship
- Ask for help to get the job done
- Thank them!



# Networking Discussion

- With your partner from the earlier activities, discuss each other's communication styles.
  - Did you see one style emerge as their preferred style?
  - Were your styles different? If so, how did you adapt?

# Class Discussion

- What were the preferred communication styles of the speaker and the preferred communication style of the listener?
- What emerged from the activity and networking task?
- We've discussed a lot about communication styles and analyzed one another's styles to understand what your preferred style is.
- Reflect on your preferred communication style and how you would like others to communicate with you.
- Write a short reflection (1-2 paragraphs) on your preferred communication style. Use the "Platinum Rule" and let me know how you want your classmates and me to communicate with you.