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For both men and women, romantic relationships present some of the most difficult communication challenges that we face. In both dating and established relationships, communication is the key to developing and preserving the companionship, love, and belonging that we all need to live happy and fulfilled lives.

**MY PURPOSE**

In my live [conflict resolution seminars](#) the topic of communication in personal relationships always comes up because it is so important to us and at the same time so confusing. Unfortunately, because the workshops are business oriented, I never have time to go into depth about how to apply psychology and communication to smooth romantic relationships, so I am writing this short ebook to introduce you to a simple concept that can go a long way toward resolving conflict in romantic relationships.

Research which began in the 1940s and continues today has revealed there are four major styles of communication. Some people combine two of these styles, but we all have a dominant natural style of communication that we prefer to use.

The good news is that people in each style group tend to react in a rather predictable way when faced with the circumstances and situations of life and this consistency provides us with a framework that can be used to refine and improve communication in personal relationships.

Because each of these styles has its own strengths and weaknesses and it is important to realize that no style is superior or inferior to others.

**IT’S UP TO YOU**

If your partner happens to have a different communication than you, it is up to you to adapt your style to match him or her if you want to get along with them.

The more permanent the relationship, the more important this principle becomes. In dating situations it’s easy to decide that you don’t like someone and you simply don’t go on another date. In more committed relationships, it is your responsibility to adapt yourself to the other person. While this takes work and may not be immediately rewarded, it is the only fool proof way to resolved conflict and prosper a relationship.

If you are wondering “why don’t they get it”, the answer is “you aren’t giving it to them in a way that they can readily understand. Once you take responsibility for the communication, you are well on your way to solving whatever problems exist. There is no need to feel helpless... step up and take responsibility. You will be well rewarded.
In other words, ‘my way or the highway’ just doesn’t work. In the next chapter, there are two exercises that will give you an idea what your communication style is. Then you can use this information to take control and change things for the better.

A QUICK STORY

My wife and I have quite different styles of communication. She loves details and I just want the bottom line. When I get home from work at the end of the day and she asks me "How was your day?" I am likely to respond with a simple "fine," or maybe give her a quick summary of one or two of the most important events.

But when I ask her the same question, I had better be prepared to hear the story of her entire day in excruciating (for me) detail. Because of my communication style, I don't need nor want the details, but because of her communication style, she needs and wants to give them.

I used to brush her off and tell to just give me “the quick answer”, but now that I take the time to listen, we get along much better. It’s a small price to pay for a better relationship.

Of course this is just an example, as we all face the challenges of communicating with people who have a different style of communication than our own.

Remember, our natural tendency in communicating is to use our own style because it is what comes naturally and automatically to us. But if we want to be better communicators, we need to adapt our style to that of the other person.

It’s up to you!

Let’s get started with the four "styles" of communication and learn how to communicate with each one more effectively. After you read each one stop for a minute and write down the names four people who you know that have that style.
If you don’t want to (or have time to) take the longer quiz on the next page, you can quickly put yourself and your counterpart into one of the four categories by answering these two questions:

1. Are you more people oriented or task oriented?
   In other words, do you feel more comfortable dealing with tasks, schedules, objects, projects, and results? OR do you feel more comfortable dealing with people, groups and peers?
   
   [ ] Task  [ ] People

2. Are you tend to focus more the large picture or on details?
   Do you find yourself always wanting to be in charge, in the lime-light and finding things to take over? OR are you the more laid-back, relaxing, don’t mind, complying attitude?
   
   [ ] Big picture  [ ] Details

Find the quadrant that has the two choices you made… that’s your basic communication style.

If you can’t decide which categories you are in, ASK the person who spends the most time with you and chances are, you belong in one of the 4 styles above.
FIND YOUR STYLE - A LONGER SURVEY

This longer survey will give you a more accurate view of your communication style. Simply select the word on each line that most closely describes you. If it is difficult to choose, select the first one that comes to mind... go with your gut!

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<td>Likes to talk</td>
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<td>Bubbly</td>
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<td>Proud</td>
<td>Gloomy</td>
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<td>Angered easily</td>
<td>Confrontational</td>
<td>At odds</td>
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<tr>
<td>Inexperienced</td>
<td>Nervy</td>
<td>Negative attitude</td>
<td>Casual</td>
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SCORING: Count the number of words marked in each column and put the total in the space below the column.
# Basic Characteristics of the Communication Styles

If you took the longer quiz, you have probably found that you don’t fit neatly into one of the four categories. It is very common for people to have nearly equal score in two columns. Some people even score almost equally in three or four categories.

If you had nearly equal scores in three or four categories, it indicates that can more easily adapt your style to a situation and can easily get along with many types of people.

If you scored dramatically higher in one category than in all the others, it simply means that you have a strong personality and that you will have to work a little harder to get along with other people. Because it doesn’t come quite as naturally to you, you must decide whether relationships are important enough to you to make the effort.

Here are some of the characteristics of each of the four groups. Do you see yourself in the description of your group?

## Promoters: The Limelight of Everything

- Get along best with: Controllers, supporters
- Get along worst with: Analyzers

Promoters are people with strong social skills. They are very good at winning over people, crowds, even enemies. They enjoy being in the limelight.

A promoter will always be eager to please others - especially if they give them attention for their outgoing, friendly ways. They also enjoy the recognition from other people and generally get involved with things they would excel to be the best in. Quick thrills and fast-paced action motivates them.

When they interact with other people, they will generally try and sell themselves to others and even try to win them to their point of view if it differs. Sometimes, in spite of their outgoing and winning personality, people may perceive them as show-offs, manipulative and like to use other people.

Promoters can tend to disregard the feelings of others. They may not know they have offended someone even though they thought it was a really funny joke (normally to gain the attention of others at the expense of the poor friend).

A promoter may also appear to others as overly attention seeking, liars and over exaggerate events or stories to get the attention of others.

They are people who respect strength and will often trample over weaker people.

If you are a promoter, you will be someone who:

- Uses openness to build trust
• Likes applause, sincere feedback and being the center of attention
• Embraces excitement and risks
• Responds to personal challenges coming from other people
• Tends to save effort
• Likes to gain visibility and exposure in the eyes of others
• May appear over-committed but under-deliver
• Will be influenced by anything that appeals to you emotionally
• Loves people, loves to talk.
• Has an appealing personality
• Is talkative and enjoys telling stories
• Can be the life of the party
• Likes physical contact.
• Tends to live in the present
• Is enthusiastic and expressive
• Is very curious
• Is creative and colorful
• Inspires and charms others
• Makes friends easily
• Seems exciting to be around

List four people who you know that belong into this style category:

• ____________________________  • ____________________________
• ____________________________  • ____________________________

CONTROLLERS: THE DESIRE TO GET THINGS DONE

• Get along best with: Promoters, analyzers
• Get along worst with: Supporters

Controllers are typically people whom others perceive as a very active, independent, self-confident and results oriented kind of person. He or she may appear to be bossy at times or even disregard other people’s feelings when it comes to getting things done.

They are very forceful and strong willed and may tend to take charge of everything especially when they see a colleague, project partner or subordinate doing something they perceive as being wrong or slow.

They usually appear rushed and will do anything to save time in the name of efficiency. They also have very high standards and will be seen as very competent in getting the job done but may push people too hard and sometimes wonder why those people don’t respond to orders or move too slowly.
Controllers also tend to lack patience when dealing with others. They don’t like repeating instructions and solving the same problem over and over again.

A controller’s need for personal success will also become counterproductive if they limit their ability to work as a team with others because they will hoard all the task to themselves.

If you are a controller, you may be someone who:

- Is obsessed with efficiency and saving time
- Enjoys beating your opposition to the ground
- Measures the value of everything in results
- Gets along well with people who will comply with you
- Likes to find out what is the solution to getting things done
- Does things that gain immediate results
- Thrives best when given the freedom to make all the decisions
- Is seen as a born leader
- May have a compulsive need for change
- Sees the whole picture
- Won’t hesitate to make a decision based on little information
- Is strong willed and decisive
- Can run anything
- Is goal oriented
- Organizes well
- Delegates work
- Thrives on opposition
- Has little need for friends
- Is usually right
- Excels in emergencies

List four people who you know that belong into this style category:

- ____________________________  ____________________________
- ____________________________  ____________________________

SUPPORTERS: AT PEACE WITH EVERYTHING

- Get along best with: Promoters, analyzers
- Get along worst with: Controllers

Supporters are the best of friends. They are very casual and likable people that will go all out to please others. They are the peace makers because they tend to minimize conflict with other people.
When it comes to making decisions, they let generally let others make the decisions and will rarely turn down the request. They may sometimes be perceived by others as having no back-bone because of their complying attitude and lack of initiative.

They are also people who do not respond well to challenges and are not usually highly-competitive people. This is because they do not want to hurt the feelings of others when winning or losing in a competitive environment and may even ‘let others win’ to preserve the friendship.

They are people who respond well to orders (especially from controllers). This makes them very easy to supervise but not when it comes to having them do things on their own without supervision. They also tend to lack interest in planning and goal-setting and may need to be more ordered when it comes to doing things.

Sometimes, it is no point asking them for honest or critical advice because they then to sugar coat the feedback in an effort not to hurt anyone.

Finally, when they face disagreement, they tend to let others have their way while building a wall of resentment in themselves until they finally explode (and then apologizing profusely afterwards)

The great strength of the supporter is that they make a wonderful friend.

If you are a supporter, you may be someone who:

- Leans towards projects that promise rewards and more friends
- Is more inclined to personal welfare than goals
- Will do anything to save a relationship
- Enjoys people that provide companionship and mutual cooperation
- Views attention from friends and loved-ones an utmost priority
- Lacking urgency in doing things
- Sometimes has poor time management
- Builds trust through acceptance
- Has a low key personality
- Is easy going
- Is usually calm, cool, collected
- Typically is patient and well balanced
- Is happily reconciled to life
- Mediates problems
- Is easy to get along with
- Has many friends
- Is a good listener

List four people who you know that belong into this style category:

• _______________________________  • _______________________________
ANALYZERS: THE NEED TO ORGANIZE THINGS

- Get along best with: Controllers, supporters
- Get along worst with: Promoters

An analyzer is a type of person who uses a methodical problem solving method approach to life. They tend to lean more towards good ideas, complex concepts and intriguing solutions rather than towards feelings. They also like study and analysis of the topics they are interested in.

When it comes to making decisions however, this strength can hinder them from making timely decisions. The term – Too Much Analysis Leads to Paralysis tends to describe them best. They tend to procrastinate too much until they ‘find the best solution’.

Normally when you put to similar analyzers together, they can entertain each other for hours dissecting, hair-splitting ideas and spend the whole day discussing theories and situations and all kinds of things relating to their topic of interest. On the other hand, when it comes to talking to others, they can bore others with their details and they wonder why nobody will listen to their great ideas and analysis!

Analyzers are the most well organized people in the world and perhaps the only group who enjoy doing the dishes. Their charts, graphs, statistics, schedules, calendars and diaries are probably the most beautiful pieces of artwork they own.

Analyzers thrive in situations where they are in an advisory role and relate well to others through information. However, they don’t respond well to pressure and will be rendered ineffective when it comes to high-pressure situations.

If you are an Analyzer, you maybe somebody who:

- Is the king of knowledge and will thrive in situations where information is needed
- Measures progress by the number of activities
- Has a detailed time management style
- Builds trust with others through reliability
- Always asks the question HOW
- Will do anything that ensures safety and gains certainty
- Is influenced to decide through detailed plans and well charted arrangements
- Hesitates to make decisions without enough information
- Can be seen as an introvert, thinker, pessimist
- Is serious and purposeful
• Can be deep, thoughtful, analytical
• May be talented and creative
• Likes lists, charts, graphs, figures
• Is detail conscious
• Is orderly and organized
• Will probably be neat and tidy
• Is seen as a perfectionist with high standards
• Is economical
• Tends to seek ideal solutions

List four people who you know that belong into this style category:

• ____________________________  • ____________________________
• ____________________________  • ____________________________
LET’S PUT IT TO USE

Now that we have a good idea how each of the four styles communications, there are a few things you must remember before we get into the details of how they can interact most effectively. Remember:

- The categories apply to different people at various degrees. Few people fit squarely into one or another.
- No communication style is better or worse than another style. All are equally valid and useful when not taken to extremes.
- It is your responsibility to adapt your communication style to that of the other person.

Here are some specific tips for each combination of style. While these examples are given in a dating context, they are just as useful for those in committed relationships.

RELATIONSHIPS WITH PROMOTERS

A PROMOTER’S WORST IDEA OF A DATE:

Um, hi, err…I have got our entire outing thoroughly planned out for tonight, ok? First, we will come over to my place where we will be watching documentaries on the developments of the decades, and then we will head over to the restaurant nearby to have a meal. The restaurant has planned out the entire program where the food will all be served according to the order listed down on the menu, and they will be featuring a live band that will play songs that are enjoyed by the majority of the people. After that, maybe we can head over to the library to do some reading. Don’t worry, there’s no pressure for us to rush anywhere or do anything over-exiting. In fact, we won’t bump into anyone at all because nothing can go wrong on this date… um, so how’s that?

A promoter’s worst nightmare is predictability! They don’t like things to be predictable and boring without any element of excitement or visibility.

IF YOU ARE AN ANALYZER:

Cultivate your social skills and learn to show more emotion when you talk. Don’t show apathy when relating to others.

Learn to be a good listener: promoters LOVE to talk and talk and listen to you sound excited and concerned. It is easy to get to their hearts if you shower them with attention and openness. Don’t give too many details to the promoter. Your constant rambling about theories and ideas will make them turn off their minds if they find you boring or cannot relate to your analyzing style.

If you close yourself up too much, the promoter will have little chances of relating to you and you will ruin your chance to develop the relationship.
**IF YOU ARE A CONTROLLER:**

Never focus too much on the end result of the date.

Learn to loosen up a bit and enjoy the process of dating because promoters love going through the process. If the promoter is talking and you butt in too much when trying to offer your own idea on the way things should be, you are stealing the limelight away from the promoter. Give them plenty of time to talk.

Take your time to understand and relate instead of rushing. If you enjoy the freedom of making the decisions during your date, you can always set up the date with lots of surprises and excitement. Promoters respect strength so show them you as a person are up to the challenge, but don’t appear bossy or pushy.

**IF YOU ARE A SUPPORTER:**

Supporters are a good match for promoters. They enjoy pleasing their friends and the promoters will dazzle them with their stories. However, there is a tendency to let the promoter walk all over you and if you give in too much, you will develop resentment and it will spoil YOUR idea of a good date. Promoters also like to move from one exciting place to another so don’t spoil their mood by lacking urgency and being too laid-back.

**IF YOU ARE ANOTHER PROMOTER:**

It is fun when two promoters get together and have a raging time together.

However, it might not turn out to be the case when one promoter tries to steal the limelight from another. It will become a competition of who tells the better stories or does the more outrageous thing and the date might turn out to become a disaster. Don’t be too quick to jump the gun. Pause, check if everything is ok, or count to 10 if necessary.

Also, don’t over-commit to your date if you are not ready to be serious. There is a tendency for promoters to promise or commit too much just to be in the limelight.

**WARNING SIGNAL**

If you are doing something wrong at a date, you will see the signs when a promoter reacts to it by talking too much. That is how they will initially react to pressure. If you do not adapt, they will start throwing a tantrum and you will fail miserably in your date.
HOW TO DATE CONTROLLERS

A CONTROLLER’S WORST IDEA OF A DATE:

Hi, darling! It’s so good to see you! Oh, about tonight, don’t worry. You don’t need to do a single thing. I have chosen everything for you. The food I have ordered for our date tonight, it is fixed so you don’t have to decide what you want to order. And our movie for tonight, oh, you are gonna love it. We are gonna watch ‘The Titanic’ again where we can both sit still for HOURS and hold each other’s hands and just contemplate on the LOVE of the main characters. Oh, I just love the way their romance blossoms all the way till the tragic end, *sob*, it is just so touching... thinking about it just makes me wanna cry all over again. Oh, darling, we are so going to enjoy tonight, it’s gonna be so good that we can spend time together and I promise that this is going to be the most romantic date ever that we treasure a lifetime...

A controller’s worst nightmare is not being able to have any control of his surroundings and the might develop a claustrophobic feeling from being smoldered with sentimentalism and doing the same thing over and over again with the same results.

IF YOU ARE A SUPPORTER:

Do not smother your date too much.

They like to get things done, so don’t take up too much of their time. More important give your date the perception of ACHIEVEMENT by structuring the evening with activities he feels will be productive (yes, even the process of courtship is like list of achievements to him or her).

Also give your date the freedom to make many different choices so they will not feel the lack of power in making decisions. This will not be difficult for you to do.

IF YOU ARE AN ANALYZER:

When dealing with a controller, do not take too long to make decisions.

You may enjoy the process of thinking it over, but the controller is more concerned with getting results. The greatest challenge for analyzers is that they perceive activity as busyness and think that it is productive, but to the mind of the controller, it is not. Learn to comply with the controller to get to his or her heart.

When a controller shares an idea with you, try not to offer your detailed analysis to counter his ‘proposal’. If it is possible, comply with their need to be in authority and structure other ways around it. Getting along with controllers is easy as long as you do not challenge them and help them to save time.
IF YOU ARE A PROMOTER:

Promoters can get along well with controllers if they structure their date around tasks that rewards with achievement and results.

Controllers like being winners in a competitive challenge. If you are talking halfway, let the controller express their view, agree with them and continue on with your story. Don’t overload him with too much colorful details. They like things to the point and showing the controller that you have worked out the entire evening without wasting too much of their time will satisfy their obsession with efficiency.

They like being in control so before you start talking, ask them what they want to talk about so you can tell them your stories once you find their hot button.

IF YOU ARE ANOTHER CONTROLLER:

Controllers might not like being around another controller. They don’t like the idea of sharing power. Do not struggle with another controller over who is going to settle the bill. They like being the ‘boss’ so let them. Also, behind every tough looking controller is also the need to be appreciated so try and take some time to listen to the feelings behind their words. Learn to give and take also when it comes to making decisions for the evening.

WARNING SIGNAL

When you are doing something a controller dislikes, his initial reaction to pressure is by become more controlling. You can see it in his/her face that she wants to take more control of the situation as the voice becomes more and more edgy. You know you have an unsuccessful date when the controller turns into a dictator.

HOW TO DATE SUPPORTERS

A SUPPORTER’S WORST IDEA OF A DATE:

OK. This is our plan for the date tonight. First, we go to the movies. I have arranged it so that you won’t waste time traveling, lining up and hanging around the area. We are moving fast so once the movie is finish, we will rush to the restaurant where the food will be served quickly. Next, we will head over to the bowling center where there is a competition for teams. Try not to score too low for this one because if we exceed a certain amount of points, they will reward us with a few gifts. Don’t ask why the plans are like this. I have made all the decisions for tonight so let’s get moving now. Oh, don’t worry about your parents’ curfew, we want to pack as much as possible into one night so coming home a few minutes late won’t offend your parents, they are too old-fashioned thinking anyway. Who cares if your dad is waiting for me with a chainsaw??.
A supporter don’t like being rushed from one place to another because they usually lack urgency and like to take things slowly. They are also not used to well structured goals and rigid planning. Don’t put them in situations where they might offend other people.

IF YOU ARE A CONTROLLER:

Take things SLOW!

They like to have clear options and take the safest route. Take them to places where they can make a lot of new friends and form good relationships. Learn to accept them for who they are and don’t try to find fault with what they are doing although you may be tempted to criticize them when they are moving too slowly or not efficient enough. Most of the time, they are not too concerned with getting things done and they will ask the question WHY a lot because centers around their personal goals.

Try to get along with other people also during the date. If the waiter is slow don’t criticize him because your date will worry about hurting other people’s feelings. Even if you can’t save those few minutes, it will work out to your advantage because your date will like to spend the time with you. Also remember to relate to their feelings because they are more oriented toward emotions.

IF YOU ARE A PROMOTER:

It is fine to talk to supporters about all kinds of things. But in the process, you might neglect their feelings because you are too centered on yourself.

Do not put them in high-pressure or competitive challenges because what may pump your adrenaline may not be your date’s cup of tea. They enjoy relationships that are safe and comfortable so don’t appear too extreme.

They like things to be warm and long lasting so don’t jump from one place to another, it makes them feel insecure. Most important of all, be sensitive to their feelings. This takes effort and can be easily overlooked because they won’t tell you that they are hurting.

IF YOU ARE AN ANALYZER:

Remember not to bore your date to death with details. He or she probably won’t tell you it is boring and that is not good.

They are will not be interested in your detailed planning and structure on how to have a good date because they themselves are not interested in planning. The best way to date a supporter is to show more empathy for what they are feeling rather than giving a systematic approach to solving the problem.

Avoid the tendency to act as if you are aloof or stuffy because you know so much. Though analyzers tend not to give out too much trust, you must at least appear to be accepting to your date because they need that security as well.

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IF YOU ARE ANOTHER SUPPORTER:

You both can do a good job making each other feel comfortable. Unfortunately, one of you must be assertive and make the decisions or else both will be slow and obliging and might even get into difficult situations because of inaction (such as being late for a movie). The way to win over another supporter is to assert yourself and take actions.

Make the decision for your date. Also, remember to shower your date with attention and don’t appear too laid back.

WARNING SIGNAL

If you do something that disagrees with them, it is very difficult to tell because they will always give in at first. When the pressure persists, they supporter will tend to pout and sulk letting their discontentment brew deep within their hearts. However, you can sense their discontent through the subtle tone in their voice.

HOW TO DATE ANALYZERS

AN ANALYZER’S WORST IDEA OF A DATE:

HEY! HOW’S IT GOING, BABY! YO! TONIGHT IS GOING TO BE A BLAST! WE ARE HEADING TO THE HOTTEST CLUB IN TOWN TONIGHT WHERE THERE WILL BE LOUD MUSIC, EXCITEMENT, AND A CHANCE TO LET YOUR HAIR DOWN AND PARTAAAYYYYYY! THERE’S GONNA BE SO MANY PEOPLE THERE TONIGHT. MAN, I CAN’T WAIT TO GO WILD AND JUMP ON THE TABLE AND TAKE OFF MY SHIRT, SWING IT ALL AROUND IN FRONT OF THE CROWD. DUDE, THERES GONNA BE GAMES THERE WHERE THEY WILL PUT YOU UP ON STAGE AND EVERYONE WILL BE LOOKING AT YOU DO THE CRAZIEST STUNTS. MAN, WHAT CAN BE BETTER THAN TONIGHT, HUH?

I am not saying that analyzers are boring people, but it is very clear that they have little desire for unwanted attention. The worst thing you can do to an analyzer is making him or her lose face!

IF YOU ARE A PROMOTER:

Don’t kill your date by giving them unwanted attention. They tend to be more shy and less outgoing so don’t put them in a situation where they have to talk to a lot of strangers.

Loud music and excitement are ok but just keep the attention away from them and allow them to hide in a corner once in a while if they need to. They need the space to think about what is going on and to analyze the situation. They don’t like unpredictable events so give them full detail about what the whole evening is about and they will appreciate it much better.
IF YOU ARE A CONTROLLER:

Don’t pressure them into making quick decisions. They prefer situations of limited pressure with unlimited time to make decisions as well as consider escape routes and safe alternatives.

Also don’t scold them if they ask too many questions on how is it done or this and that because they gain security by understand the technical aspect to all things. Never ever say things that make them feel embarrassed.

Analyzers are not very aggressive people who do things at their own pace. To win the heart of an analyzer, take interest (I mean real, genuine INTEREST) in what their field of specialization is. Ask them to elaborate and relate to their theories and ideas and you will have a friend for life.

IF YOU ARE A SUPPORTER:

Take time to digest the things analyzers are saying. I know you don’t like to think too much, but if you do think about the things analyzers are saying and ask the right questions, they will be very happy to be around you rather than you just going, “Uh huh, yeah, uh ok…, yup…”

Don’t disregard their plans and well-structured schedules. They need time do a lot of things also because they judge their productivity by their busyness so just tag along and enjoy.

IF YOU ARE ANOTHER ANALYZER:

Learn about the field of expertise or your date’s interest. If the both of you have things in common, you will get along just fine.

If you are not interested in what he or she has to say, do some research about it. Interest is developed as you know more and more about the topic. So as you know more, you can relate more and win over your date. The best way to win over their heart, is to take the initiative and make decisions for them (you can explain the details later).

If you help them ask other people questions, they will appreciate you as well because they might not like to as others questions for fear of losing face.

WARNING SIGNAL

An analyzer’s warning signal is very easy to spot. He or she will fall completely silent. If pressure persists, the analyzer will enter a state of withdrawal and block themselves up for the rest of the date.
Of course we can’t be everything to everyone. We must also be ourselves or else we will come across as fake and unnatural. As you become more experienced with the other communication styles, you will find that relationships are fun and that the guidelines I have provided in this book will be a big help to you.

Remember that there are always different degrees of the 4 quadrants and there are even people who might fall somewhere in the middle of 2 or all 4 of the quadrants. Once you have learnt to communicate well with others, you will have no problems getting a date or pleasing your date.

To give you an idea about how likely you are to find someone of a particular style, here is an approximation of the percentages of the different styles in the population of the United States.
Because of human nature, some styles naturally get along better with each other than others do and this chart illustrates this. The styles that are connected by arrows tend to share common traits so they have a natural affinity for each other.

In addition, they tend to compensate for each other in areas where one is strong and the other is weak.

The arrows indicate which styles naturally complement each other and have a natural attraction for each other.

**STYLES THAT DON’T GET ALONG AS WELL**

The cross arrows in this diagram show where the natural conflicts are between the styles.
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