



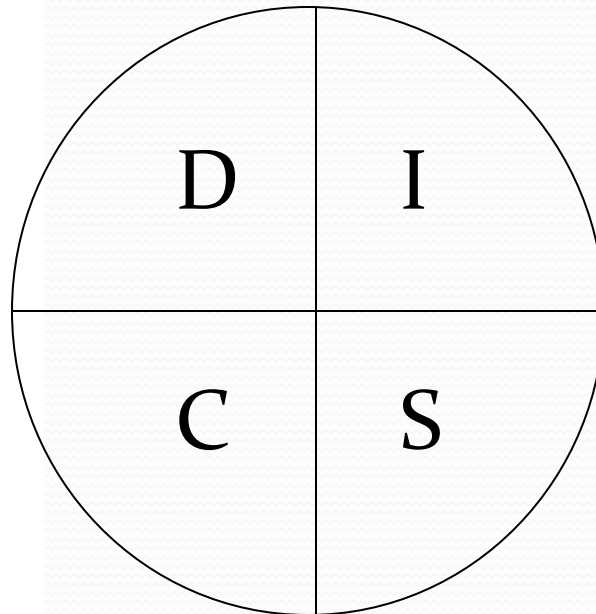
4 Terrific Leaders – Which Are You?

Betsy Barbieux, CAM, CFCAM
Professional Development Coach

Model of Human Behavior

Fast Paced/Task Oriented

D -- Dominant
Direct
Determined
Demanding
Decisive
Doer



Fast Paced/People Oriented

I -- Inspirational
Influencing
Inducing
Interactive
Impressive
Interesting

Slower Paced/Task Oriented

C -- Cautious
Calculating
Competent
Compliant
Contemplative
Careful

Slower Paced/People Oriented

S -- Steady
Stable
Supportive
Sensitive
Sweet
Shy

Leadership Positions

**Fast Paced/Task
Oriented**

D –

On the Team

**Creates/Adventure
Front of Group**

10%

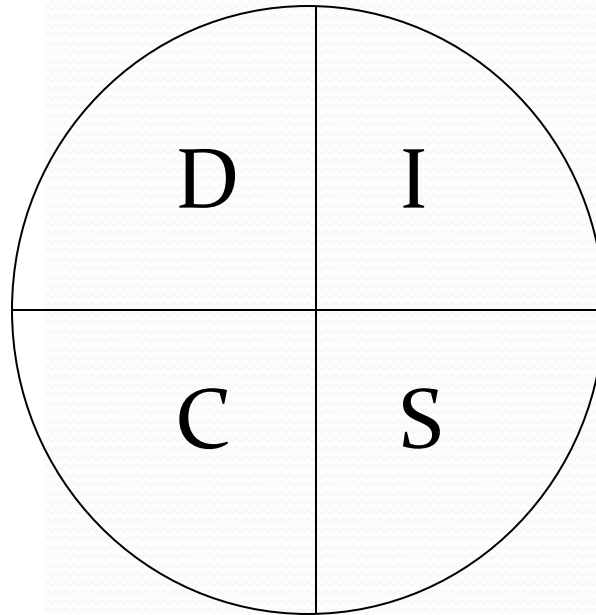
**Slower Paced/Task
Oriented**

C –

On the Team

**Recreates/Analysis
Remote from Group**

25%



**Fast Paced/People
Oriented**

I –

On the Team

**Sells/Imagination
Middle of Group**

30%

**Slower Paced/People
Oriented**

S –

On the Team

**Does the
Work/Stability
Back of Group**

35%

Conclusion

Whether you are a leader or follower –
and everyone is both -

It is important to know the
communication style of
fellow team members!

Enjoy the Rest of Your Day!

