

Name Surname Accurate, Supportive, Positive

C Notivators.

Motivators: Clarity, Specialization

Communication style: Listens

Needs: Appreciation, Clarity

Name Surname Accurate, Logical, Driven

(CD)

Motivators: Clarity, Challenges

Communication style: Talks

Needs: Stimulation, Acknowledgement

Name Surname Accurate, Logical, Driven

(CD)

Motivators: Clarity, Challenges

Communication style: Talks

Needs: Stimulation, Acknowledgement

Name Surname Accurate, Logical, Supportive

(cs)

Motivators: Clarity, Specialization

Communication style: Listens

Needs: Personal attention, Appreciation

Name Surname Accurate, Logical, Supportive

(cs)

Motivators: Clarity, Specialization

Communication style: Listens

Needs: Personal attention, Appreciation

Name Surname Driven, Positive, Supportive

DIS

Motivators: Challenges, Clarity

Communication style: Direct, Talks

Needs: Challenges, Recognition

Name Surname Positive, Persuasive, Direct

(ID)

Motivators: Inspiring tasks, Challenges

Communication style: Friendly but firm

Needs: Stimulation, Challenges

Name Surname Positive, Verbal, Direct

(ID)

Motivators: Goal, Motivating co workers

Communication style: Talks

Needs: Acknowledgement, Information

Name Surname Positive, Persuasive, Accurate

Motivators:

Motivators: Clarity, Specialization

Communication style: Listens

Needs: Personal attention, Appreciation

Name Surname Supportive, Accurate, Logical

SCD

Motivators: Stability, Specialization

Communication style: Listens

Needs: Personal attention, Clarity

Name Surname Positive, Persuasive, Direct

(ID)

Motivators: Inspiring tasks, Challenges

Communication style: Friendly but firm

Needs: Stimulation, Challenges

Name Surname Supportive, Accurate, Logical

SCD

Motivators: Stability, Specialization

Communication style: Listens

Needs: Personal attention, Clarity

Name Surname Accurate, Logical, Driven

CD

Motivators: Clarity, Challenges

Communication style: Talks

Needs: Stimulation, Acknowledgement

Name Surname Accurate, Logical, Supportive

cs

Motivators: Clarity, Specialization

Communication style: Listens

Needs: Personal attention, Appreciation

Name Surname Driven, Direct, Supportive

DS

Motivators: Challenges, Specialization

Communication style: Direct, Listens

Needs: Freedom, Challenges

Name Surname Accurate, Positive, Persuasive

CID

Motivators: Influence, Clarity

Communication style: Friendly, Talks

Needs: Recognition, Stimulation

Name Surname Positive, Persuasive, Accurate

(IC)

Motivators: Inspiring tasks, Clarity

Communication style: Talks

Needs: Acknowledgement, Clarity

Name Surname **Driven, Direct, Verbal**

Challenges, Fast decisions Motivators:

Communication style:

Needs:

Direct, Argues

Actions, Challenges

Name Surname **Driven, Positive, Accurate**

> Motivators: Challenges, Clarity Communication style: Direct, Argues

Clarity, Instructions Needs:

Name Surname Positive, Persuasive, Verbal

> Motivators: Goal, Motivating co workers

> Communication style: **Talks**

Needs: Acknowledgement, Information

Name Surname **Driven, Direct, Positive**

> Motivators: Challenges,, Motivating co workers

> Communication style: **Talks**

Needs: Challenges, Acknowledgement

Name Surname **Driven, Direct, Supportive**

DS

ISC

Motivators: Challenges, Specialization

Communication style: Direct, Listens

Freedom, Challenges Needs:

Name Surname Accurate, Logical, Supportive

> Motivators: Clarity, Specialization

> Communication style: Listens

Needs: Personal attention, Appreciation

Name Surname Accurate, Direct, Supportive

> Clarity, Challenges Motivators:

Communication style: Direct, Writes, Listens Needs: Clarity, Challenges

Name Surname

Motivators: Inspiring tasks, Challenges

Positive, Persuasive, Direct

Communication style: Friendly but firm

Stimulation, Challenges Needs:

Name Surname Positive, Supportive, Accurate

> Motivators: Inspiring tasks, Clarity

Communication style: Listens

Acknowledgement, Clarity Needs: