



D Style
in conflict

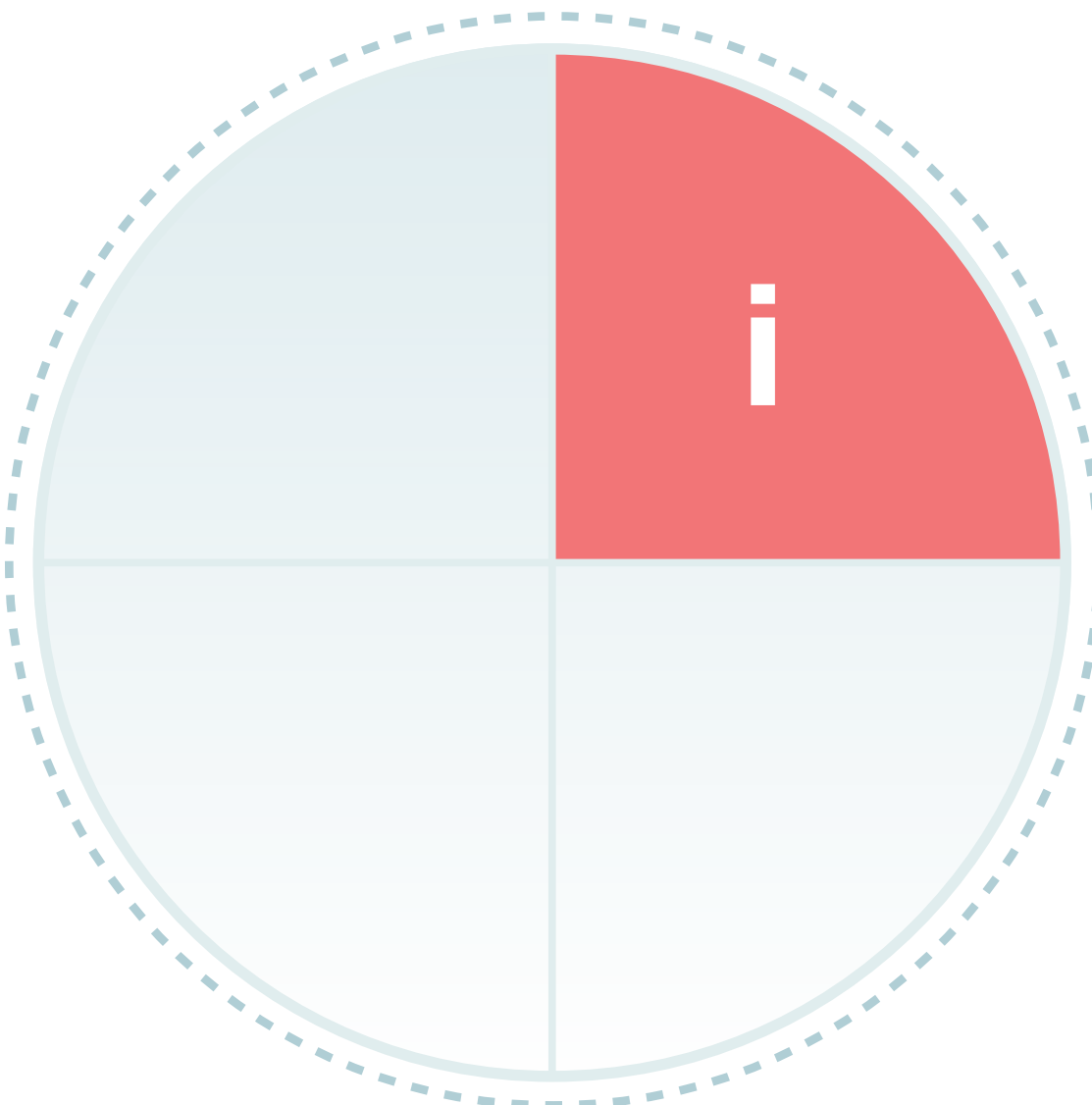


Goals: Victory, results, personal accomplishment

Overuses: The need to win, impatience, bluntness

Fears: Being taken advantage of, appearing weak

i Style
in conflict



Goals: Approval, understanding, openness

Overuses: Passion, impulsivity, outspokenness

Fears: Rejection, not being heard, disapproval

S Style
in conflict

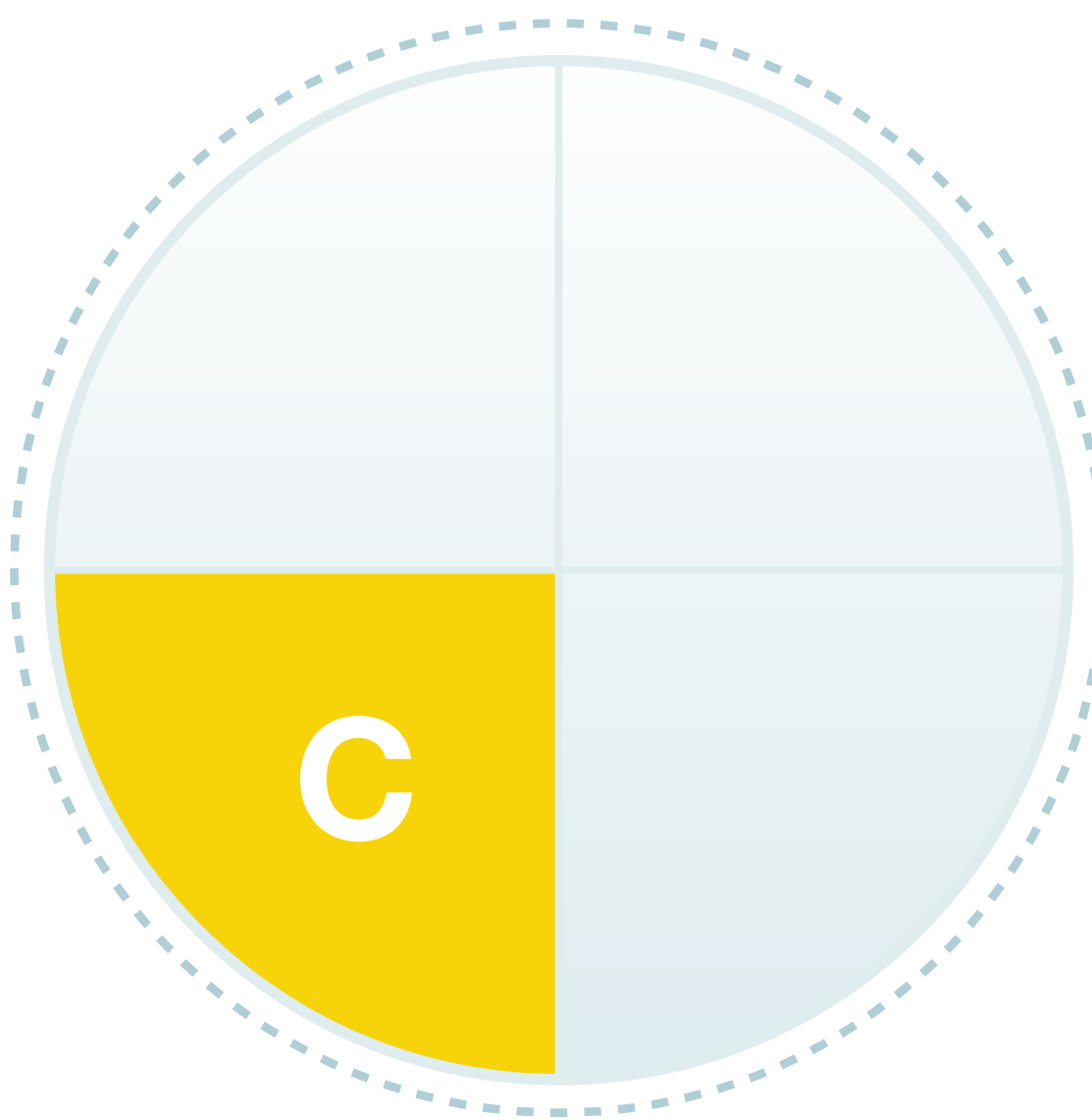


Goals: Agreement, acceptance, peace

Overuses: Passive resistance, compromise

Fears: Letting people down, facing aggression

C Style
in conflict



Goals: Fairness, rational decisions, accuracy

Overuses: Restraint, analysis, rigidness

Fears: Being wrong, strong displays of emotion

