

# The Power of Understanding People



Presented by  
**Dave Mitchell, President**



the **LEADERSHIP  
DIFFERENCE**  
laugh and learn

# Learning Objectives

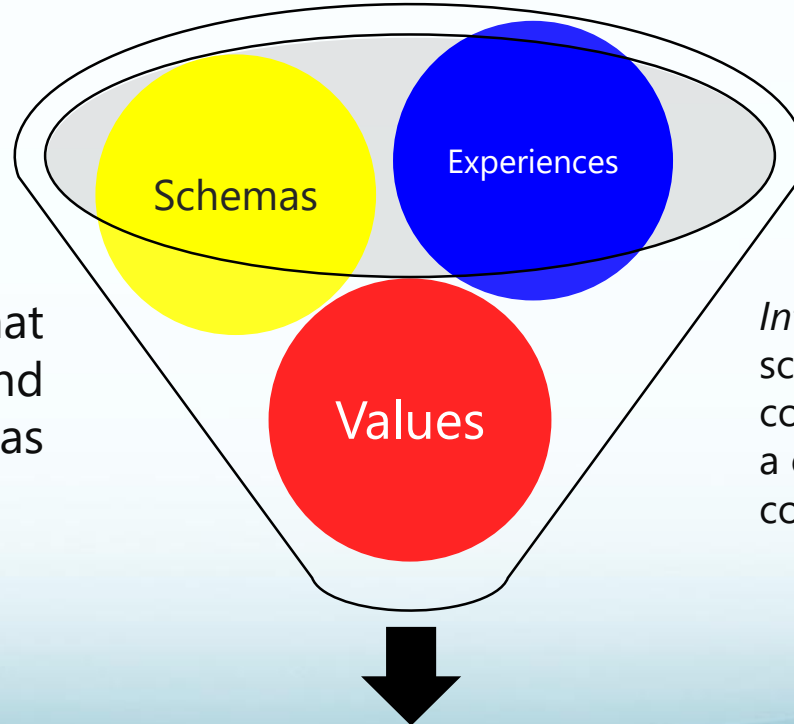
- Identify and appreciate diverse styles of people
- Adjust our relationship and communication approach when needed
- Enhance our leadership skills and increase civil discourse
- **Have fun!**



# Metacognition

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The process of thinking about how you think



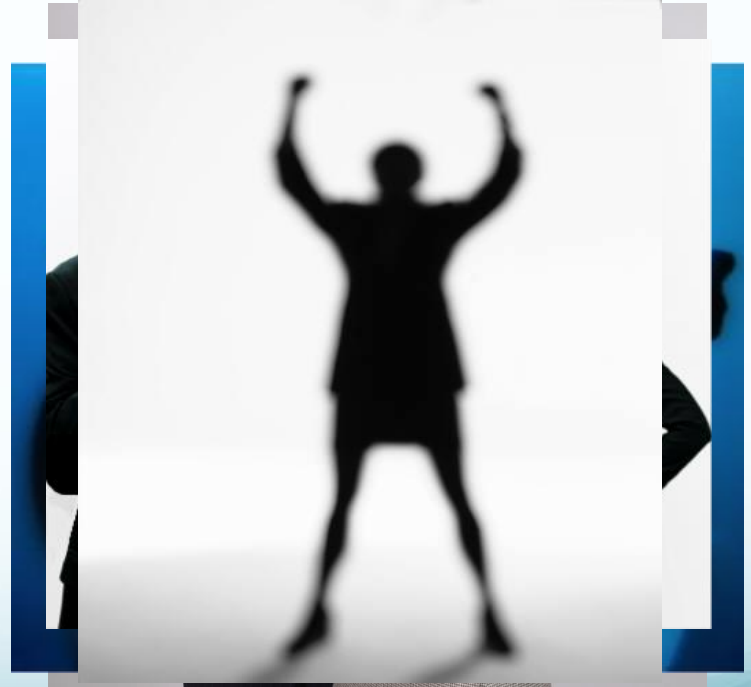
*Schemas* are the ways that we organize thoughts and ideas

*Interactive style* is a form of schema specific to human cognition that provides us with a common platform for communicating

Individual Interpreted Reality

# The Styles

- The Romantics
- The Warriors
- The Experts
- The Masterminds



# Modes of Each Style

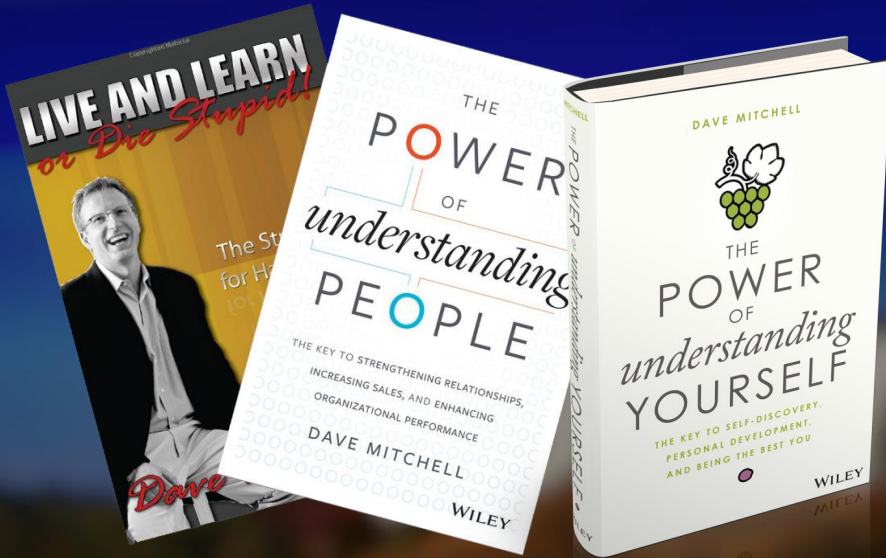
Style	Sensitivity	Value	Intrinsic Need	Communicates
<b>Romantic</b>	Emotion	Relationships	Appreciation	Indirectly
<b>Warrior</b>	Logic	Results	Independence	Directly

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Style	Sensitivity	Value	Intrinsic Need	Communicates
<b>Romantic</b>	Emotion	Relationships	Appreciation	Indirectly
<b>Warrior</b>	Logic	Results	Independence	Directly
<b>Expert</b>	Details	Consistency	Security	Thoroughly
<b>Mastermind</b>	Concepts	Flexibility	Options	Systemically

# Styles and Influence

Style	Value	Influenced by...
<b>Romantic</b>	Relationships	A professional they like who empathizes with them. (Likability)
<b>Warrior</b>	Results	A professional who helps them get results quickly. (Efficiency)
<b>Expert</b>	Consistency	A professional who offers accurate information. (Knowledge)
<b>Mastermind</b>	Innovation	A professional who offers creative solutions. (Flexibility)



Books can be purchased on  
Amazon or major book retailers



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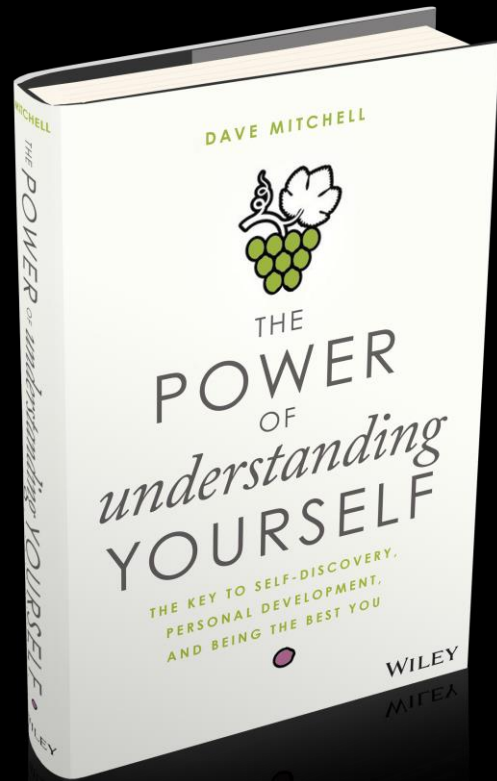


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