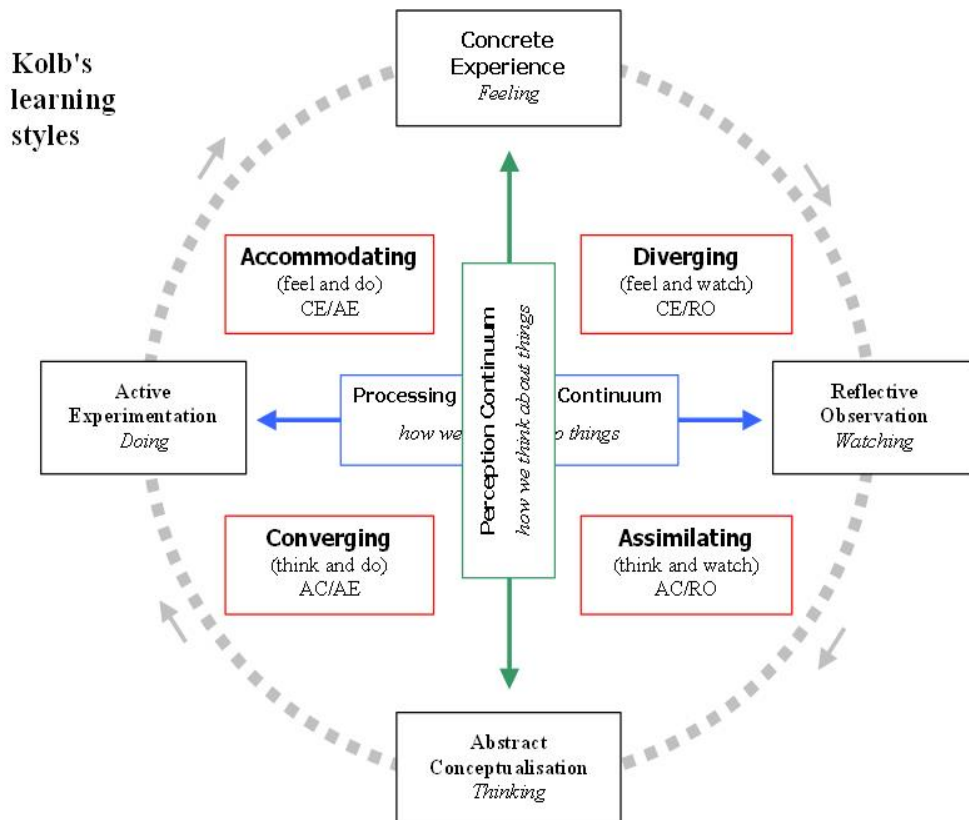


Handout #4



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Characteristics of Each Style

Accommodating -

Getting Things Done
Leading
Taking Risks
Initiating
Being Adaptable
Being Practical

Converging -

Solving problems
Making Decisions
Reasoning
Defining Problems
Being Logical

Diverging -

Being Imaginative
Understanding People
Recognizing Problems,
Brainstorming
Being open-minded

Assimilating -

Planning
Creating Models
Defining Problems
Developing Theories
Being Patient