READING PEOPLE AT AGLANCE









INTROVERT

EXTROVERT





INTROVERT

EXTROVERT

Quiet, leaning back, non demonstrative, moderate, well spoken, thoughtful, considered.





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Quiet, leaning back, non demonstrative, moderate, well spoken, thoughtful, considered.

EXTROVERT

Effusive, leaning forward, asking questions, interrupting, simling, emergetic.





INTROVERT

EXTROVERT

Quiet, leaning back, non demonstrative, moderate, well spoken, thoughtful, considered.

WARM

COLD

Effusive, leaning forward, asking questions, interrupting, simling, emergetic.





INTROVERT

EXTROVERT

Quiet, leaning back, non demonstrative, moderate, well spoken, thoughtful, considered.

WARM

COLD

Supportive, conversational, responds warmly, well dressed but conservative.

Effusive, leaning forward, asking questions, interrupting, simling, emergetic.





INTROVERT

Effusive, leaning forward, asking questions,

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EXTROVERT

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WARM

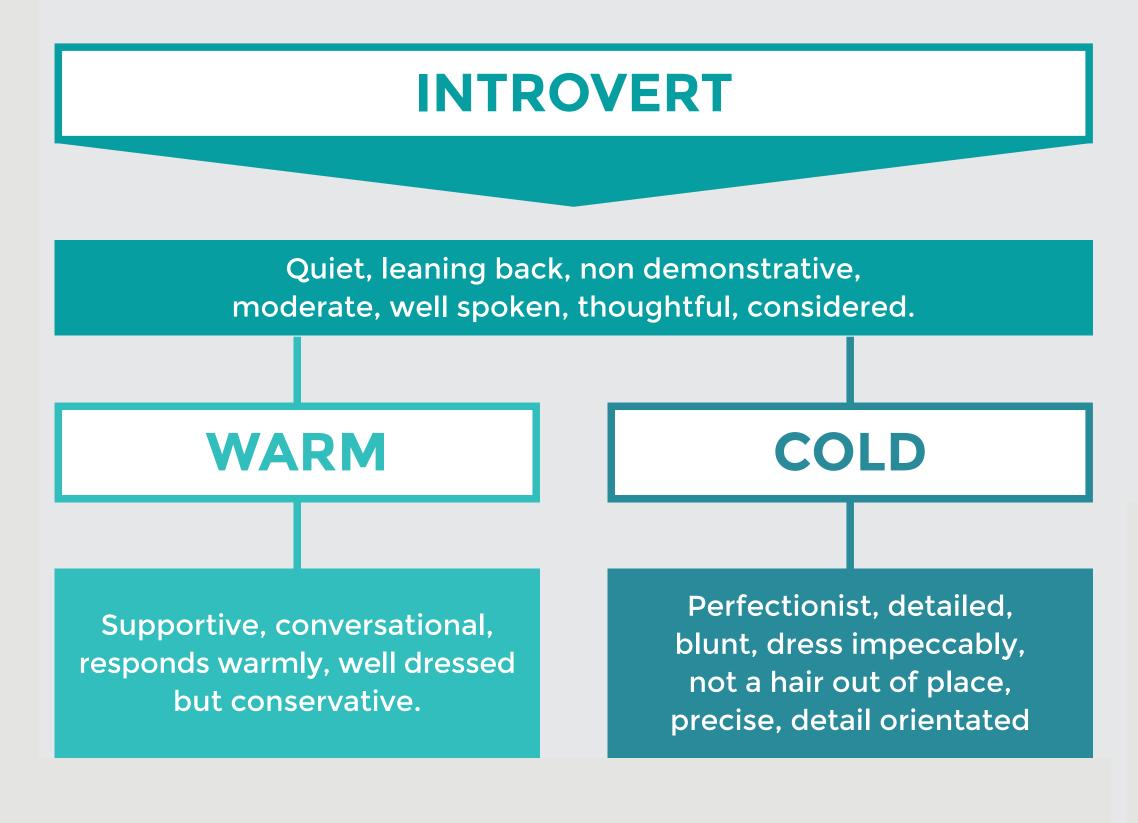
Supportive, conversational, responds warmly, well dressed but conservative.

COLD

Perfectionist, detailed, blunt, dress impeccably, not a hair out of place, precise, detail orientated



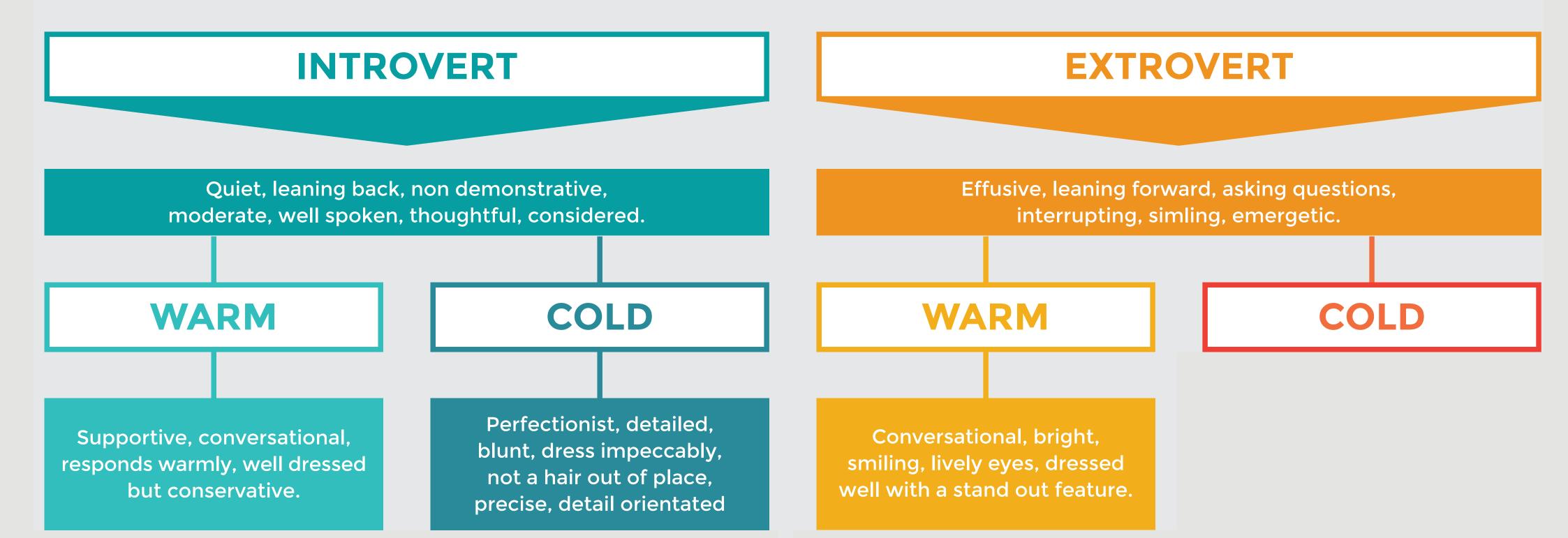






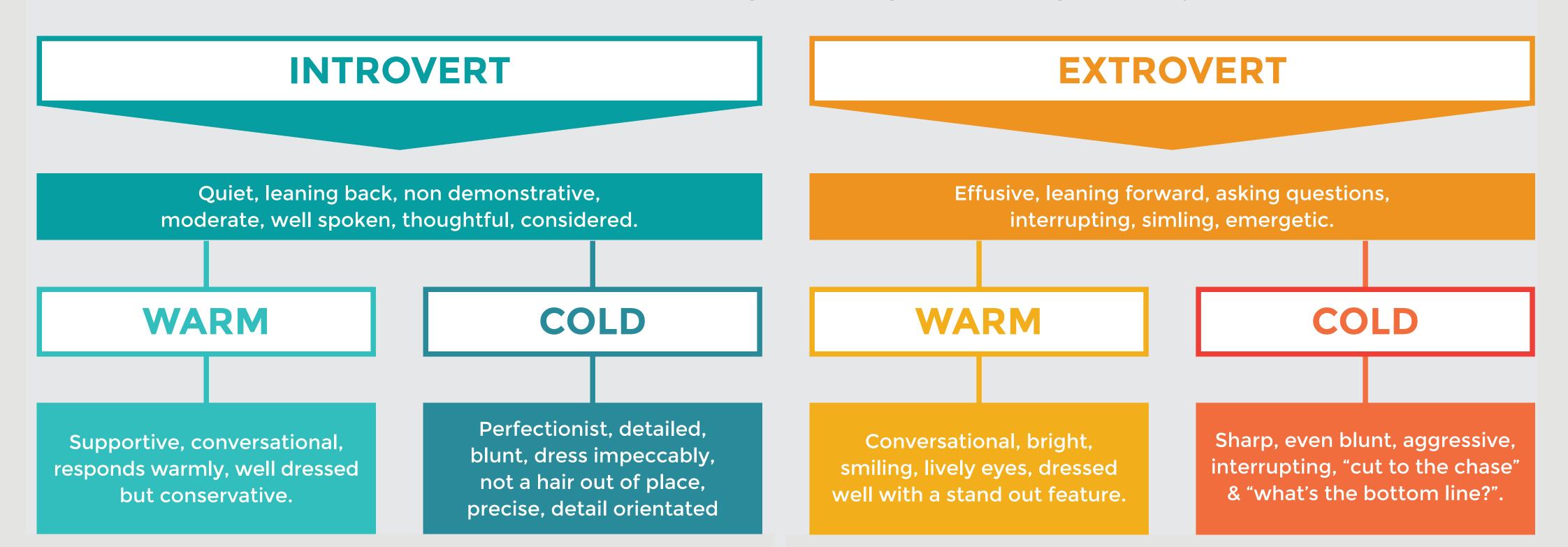
















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Effusive, leaning forward, asking questions, interrupting, simling, emergetic.

WARM

COLD

Conversational, bright, smiling, lively eyes, dressed well with a stand out feature.

Sharp, even blunt, aggressive, interrupting, "cut to the chase" & "what's the bottom line?".





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COLD

Perfectionist, detailed, blunt, dress impeccably, not a hair out of place, precise, detail orientated

- Use facts & figures, demographics, case studies, percentages, verifications, engineering results, times, costs per unit, savings to be made, references.
- Only seek to get the next meeting.

EXTROVERT

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- Only seek to get the next meeting.

- Ensure they will look good for making this decision.
- Compliment them personally.
- Summarise facts with stories & anecdotes.
- Make personal disclosures, talk about long term relationship.





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- Cut to the chase.
- Meet aggression by NOT backing down.
- Drive a deal.
- Speak win/win.
- Allude to systems that will automate any deal done today.
- Offer incentive to act now.

SUCCESS **ab**

Assignments



Practice by observing people in as many different walks of life as possible. Ask yourself which of the 4 types you think they are. During interactions with people make your observations and seek confirmation. Practice adjusting your communication style to suit the person you have observed you are talking to.

