



Who's Listening?

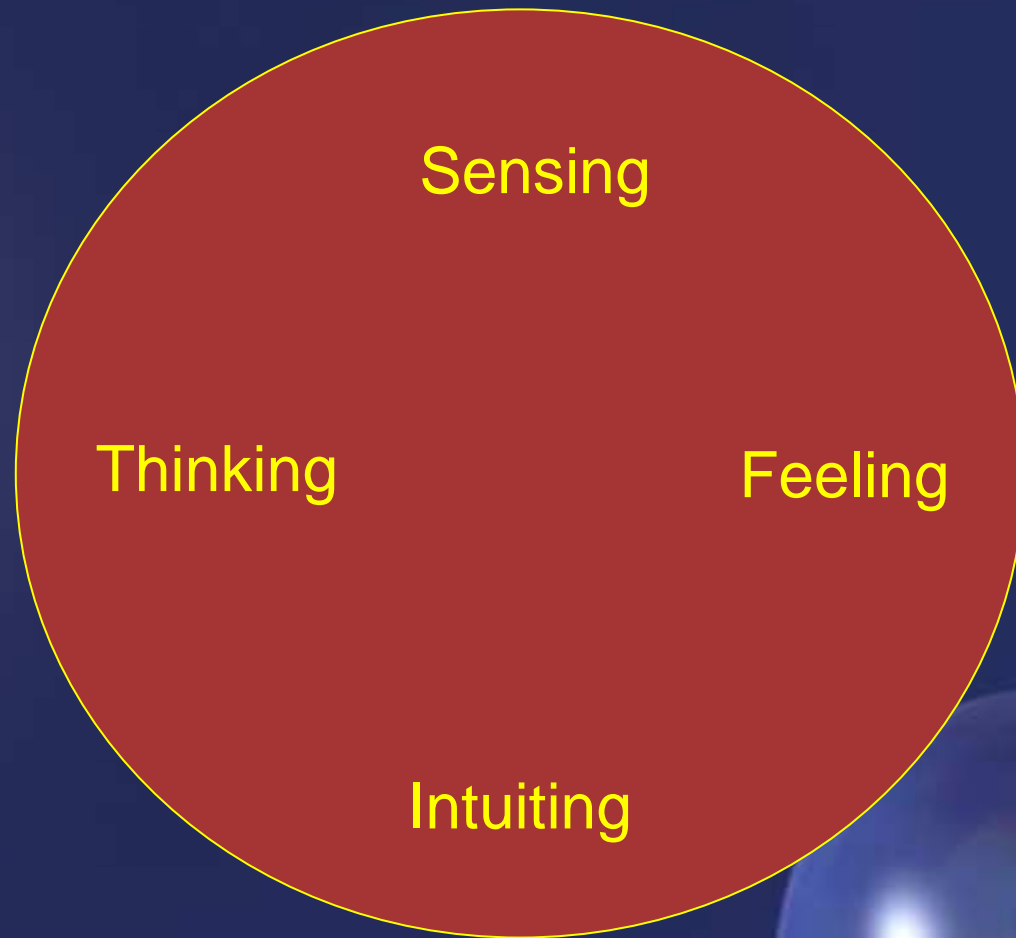
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Leadership Development Days

Alpha Iota State

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Clare. June 24, 2010

Communication Wheel





Sensing Person

- *Presents information step by step, attends to what is said or done, and wants concrete examples.

- *A sensor is focused on present or past, wants practical information, gets right to the point, and may come across as "abrupt."

- *They might seem impatient, speak in short and simple sentences, trust only their own experiences, and only take in information through their senses.



Intuiting Person

- *Focuses on the big pictures, talks of concepts and ideas, and may ramble when speaking.

- *Intuitors may come across as aloof and can absorb information quickly.

- *These people like variety and creativity, and can be easily distracted.

- *Intuitors also dislike detail, enjoy brainstorming, and use long sentence structures.



Thinking Person

- *Presents information logically, uses analytical logic, and may be seen as being critical.

- *Thinkers enjoy debating and challenging issues and cover their points thoroughly, clarify by questioning, and tend to be blunt.

- *They also like a formal approach, desire organization, have agendas, and need to be careful with use of e-mail.



Feeling Person

- *Comments are taken personally.
- *Feelers enjoy conversing with people and trust and accept others.
- *Feelers respond to human values, are warm and friendly, overreact to feelings, don't get directly to the point, and have a problem saying no.
- *They also like to avoid conflict.



More Categories and Numbers

75% of us are extroverts

25% of us are introverts

What does that mean to
the leader of a meeting?



And More Numbers!

75% of us are visual learners

13% of us are auditory learners

12% of us are sensory motor learners



With Which Type do you Identify?

The Intuiting

The Sensing

The Thinking

The Feeling



Why is it Important to Learn about the Types?

- As a leader, you will want to know how to reach everyone in your chapter.
- You now have the keys to open the communication lines with the four personalities.
- Meetings will run smoothly and decisions will be made.