

Style	Driving	Expressive	Amiable	Analytical
Need (i.e. what drives them to behave the way they do)	Results; Control	Personal approval; Recognition	Personal security	To be right
Orientation (i.e. what you see them doing most often, because they're trying to meet that need)	Taking action	Spontaneity	Maintain relationships	Thinking
Backup behaviour (i.e. what they do when things aren't going their way)	Autocratic	Attack: verbally confrontational	Acquiesce	Withdraw
Growth action	Listen	Check behaviour	Initiate; take the lead	Declare