

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