Temperament and Teamwork

Maximizing your team

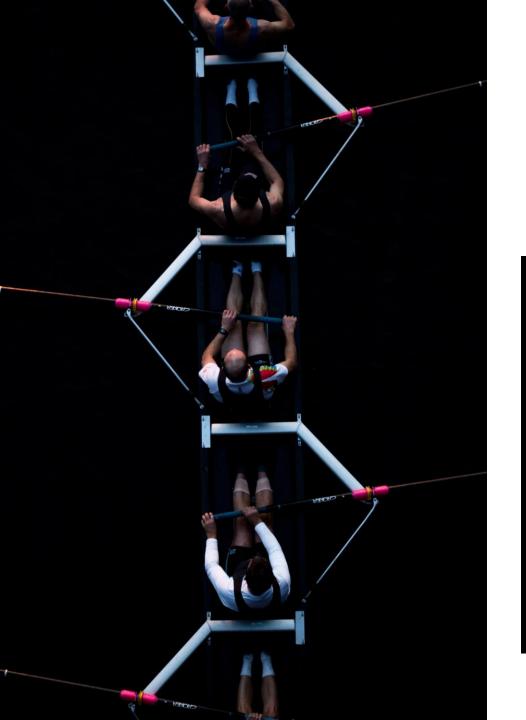
4 Truths we believe about teams

Everyone is unique and adds something to the team.

Everyone's perspective is important.

Conflict will happen.

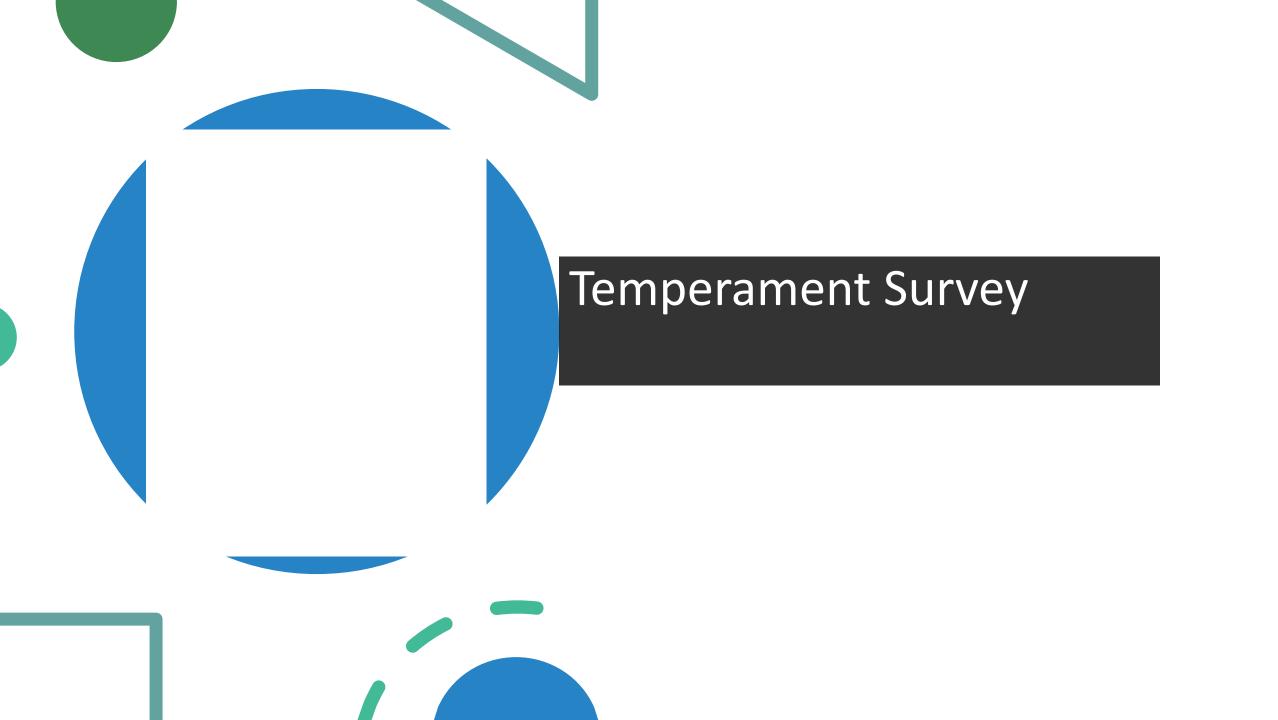
Great teams play to their strengths.



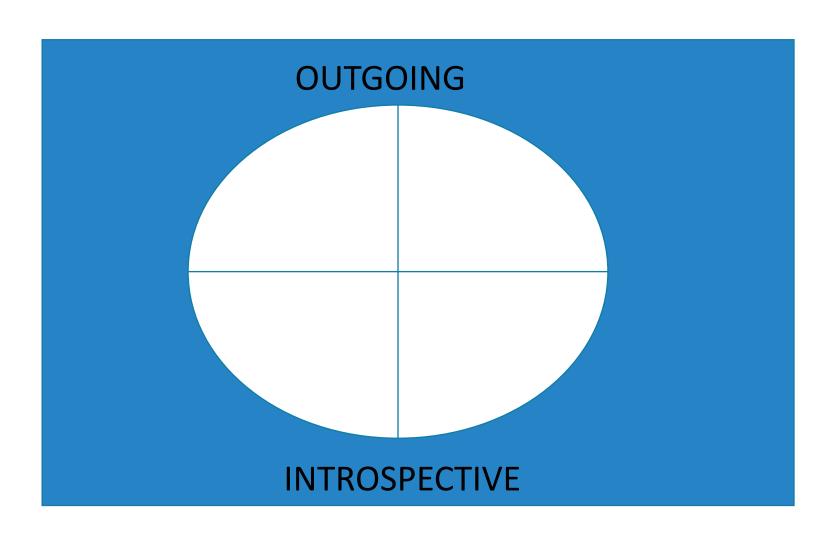
It takes all of us

• STRENGTH LIES IN DIFFERENCES, NOT IN SIMILARITIES

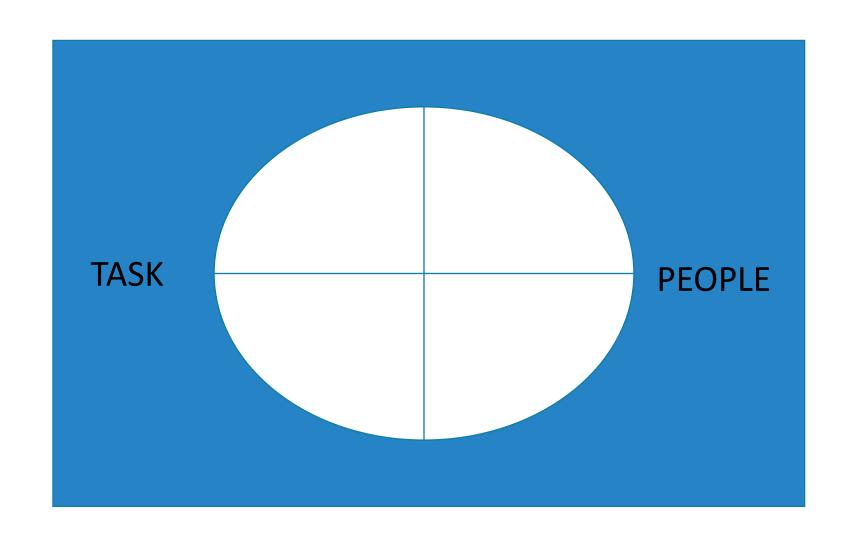
STEPHEN COVEY



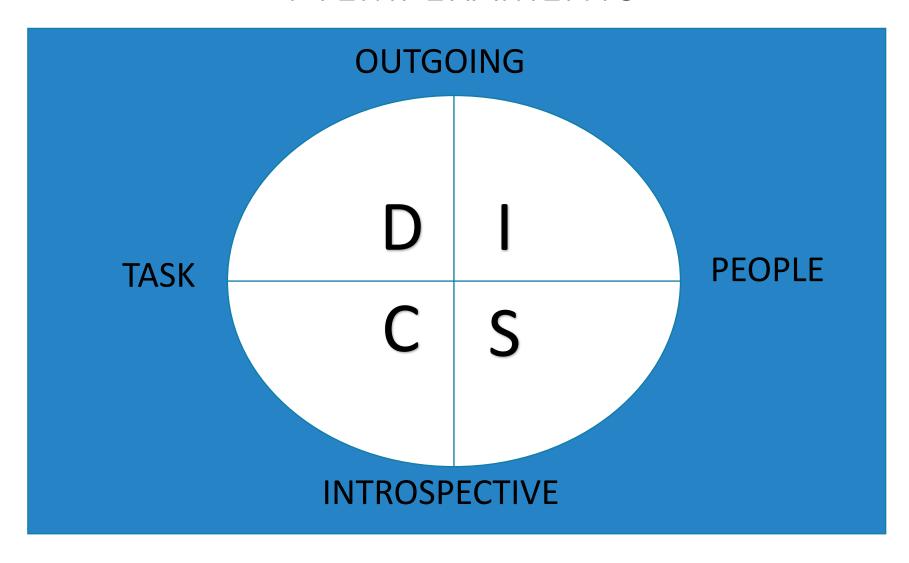
HOW DO YOU SEE YOURSELF?



WHICH DO YOU PREFER?



4 TEMPERAMENTS





- determined
 - decisive
 - directed



- influence
- inspiration
- impression

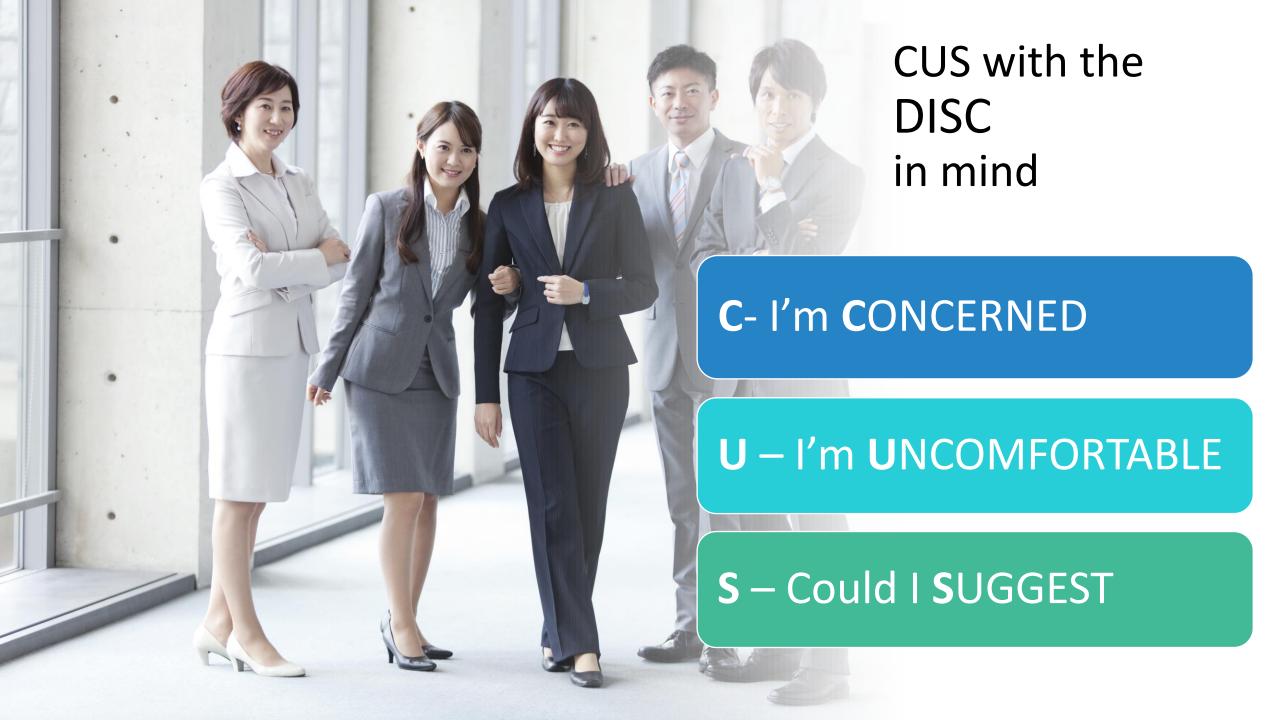


S

- stable
- supportive
 - steady







Those determined D's...

Motivated by CHALLENGE and CONTROL



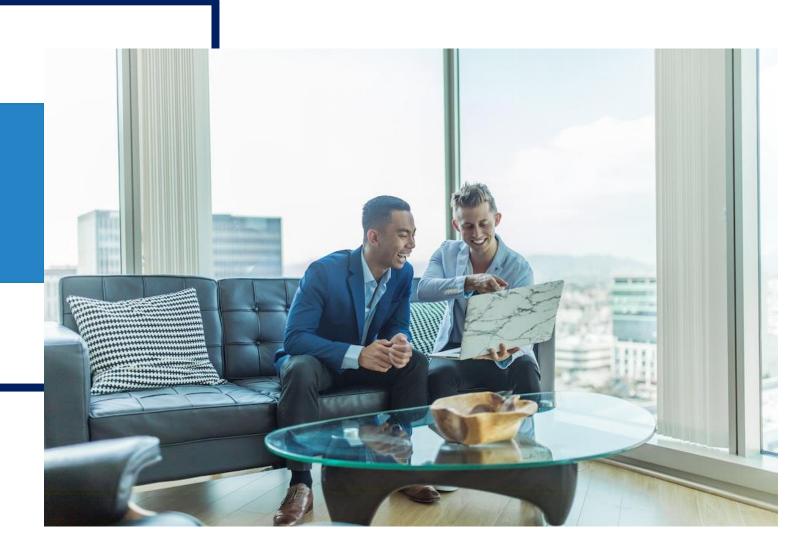
Conflict resolution with a "D"

- Get to the point!
- Give them as much control over the process as possible
- Expect them to CUS you back!



Those inspiring I's...

Motivated by RECOGNITION and APPROVAL



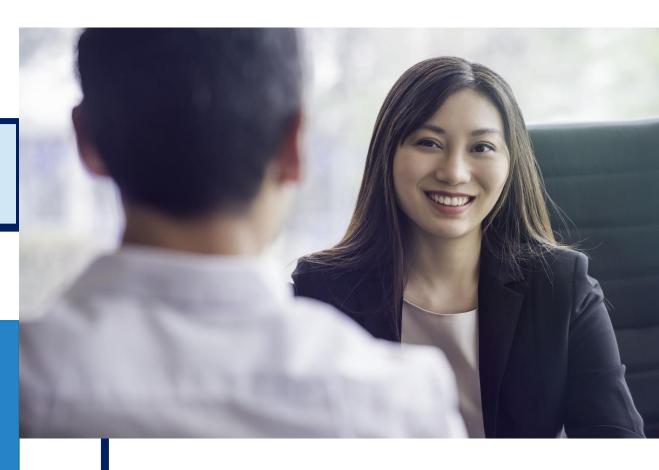


Conflict resolution with an "I"

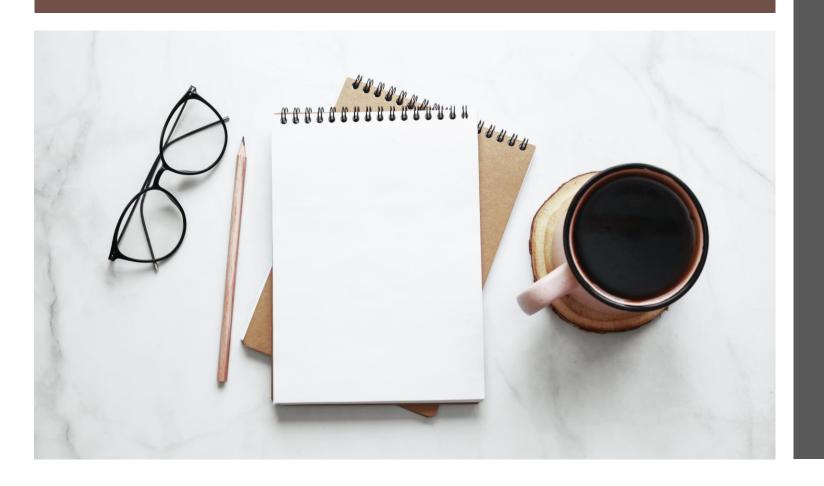
- Focus on people over task
- Resolve issues as quickly as possible
- Positive feedback even in conflict

Those steady S's...

Motivated by STABILITY and SUPPORT



Conflict resolution with an "S"



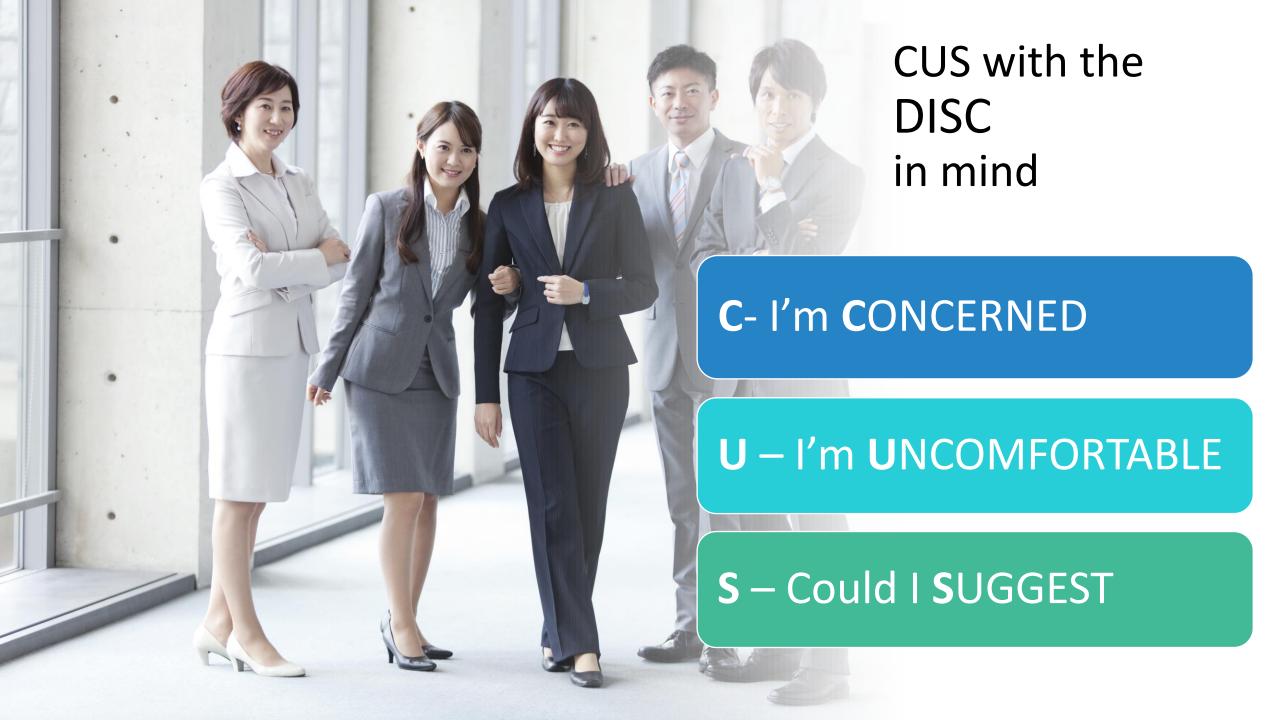
- Be relaxed, friendly and supportive
- Allow time to adjust to changes
- Don't expect an instant response – give them time to PROCESS

Those conscientious C's...

Motivated by QUALITY and CORRECTNESS









Building great teams

- Variety is critical for winning teams
- Don't be surprised by conflict
- Know your team's strengths
- Set them up for success
- Be a team that celebrates!