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1. Do you think you are direct or indirect?

2. Does your spouse view you as direct or indirect?

3. Are your styles the same or opposite?

The Influencing Others component explores various natural tendencies relative to influencing others. Now, let's see how people approach and respond to other people on the continuum of reserved to outgoing.

Responding to People

Let's take a closer look at what the tendencies of a reserved or an outgoing person are and how those tendencies impact communication. You will see substantial differences in how these two extreme personality types express their thoughts, present their ideas, and assert themselves.

RESERVED	OUTGOING
<ul style="list-style-type: none"> • Quiet • Enjoys one-on-one • Private, self-contained • Prefers to think problems out alone • Few gestures • Minimizes contacts <p><i>Good listener. Keeps information confidential.</i></p>	<ul style="list-style-type: none"> • Talkative • Enjoys groups • Open, expressive • Prefers to talk problems out • Lots of gestures • Contacts others often <p><i>Good at meeting and greeting. Stays connected with others.</i></p>