



HOW YOU PREFER OTHERS TALK TO YOU

RESPONDENTS (8):

JOHN Q. PUBLIC; CINDY BILLINGS; BETSY BROWN; JACK DEMBY; DAN DAVIS; CHRIS COOPER; RONALD CHALMERS; JOHN DEMAGGIO

Keep irrelevant matters to an absolute minimum (5)

- JOHN Q. PUBLIC
- DAN DAVIS
- CINDY BILLINGS
- JOHN DEMAGGIO
- JACK DEMBY

Get to the point. Don't worry too much about hurting your feelings (4)

- JOHN Q. PUBLIC
- JOHN DEMAGGIO
- CINDY BILLINGS
- JACK DEMBY

Don't be afraid to disagree openly with you as long as you appear to be relishing active debate (4)

- JOHN Q. PUBLIC
- RONALD CHALMERS
- BETSY BROWN
- CHRIS COOPER

Where possible, present you with the big idea first and then wait for your response before offering more detail (4)

- CINDY BILLINGS
- RONALD CHALMERS
- DAN DAVIS
- CHRIS COOPER

Present the matter in categorical terms – "should we proceed or not?" (4)

- CINDY BILLINGS
- JOHN DEMAGGIO
- BETSY BROWN
- JACK DEMBY

If the subject is important, talk to you alone (3)

- JOHN Q. PUBLIC
- DAN DAVIS
- RONALD CHALMERS

Approach you initially in a group first – then ask for a word alone if the issue requires it (3)

- BETSY BROWN
- JACK DEMBY
- JOHN DEMAGGIO

If there is a financial component to discussions, emphasize it freely, particularly where you will benefit personally (3)

- BETSY BROWN
- CHRIS COOPER
- RONALD CHALMERS



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Make it obvious that the topic has been thought through. Approach the issue with you point by point (2)

• JACK DEMBY

• JOHN DEMAGGIO

Emphasize those results which will offer general benefit or which will support your system of personal values (2)

• JACK DEMBY

• JOHN DEMAGGIO

Keep talking about the matter as long as you appear to be actively engaged in the conversation (2)

• JACK DEMBY

• JOHN DEMAGGIO

Be careful to show you the appropriate respect. Don't be too abrupt (2)

• DAN DAVIS

• CHRIS COOPER

Asking you how you feel about the matter under discussion can generate more cooperation and yield significant insights (2)

• DAN DAVIS

• RONALD CHALMERS

Don't press for you to come to any conclusions initially. Let the matter settle, and arrange a subsequent conversation (2)

• DAN DAVIS

• CHRIS COOPER

Be agreeable. Be prepared to concede some issues to you, at least initially -- avoid confrontation (1)

• CINDY BILLINGS

Be prepared to talk the matter over in a few short sessions rather than one intensive meeting (1)

• RONALD CHALMERS
