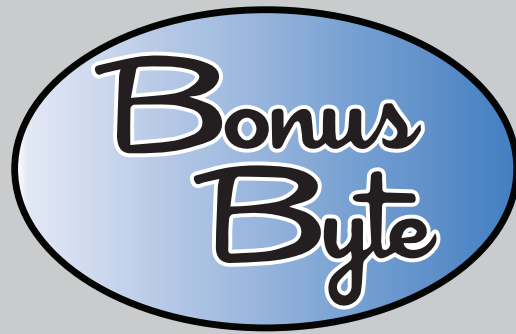


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**Tips for Communicating with
Dominant Individuals More Effectively**

TIPS FOR COMMUNICATING WITH DOMINANT INDIVIDUALS MORE EFFECTIVELY

by Guy Harris

If you do not have strong dominant traits, understanding how to communicate with someone who does have these traits can sometimes be difficult. Here are a few practical tips to help you better adapt your communication strategies.

Remember to . . .

- Get to the point quickly.
- Use short sentences.
- Focus on results and action.
- Give options/choices if at all possible.
- Respect the person's ability to take charge and make decisions.
- Speak about solving problems, making things happen and getting results.
- Tell them what you want done rather than how you want it done.

Your relationship with the person and the environment you are in always affects how you communicate; however, here are some examples of how to speak so that a person with dominant traits finds it easier to engage with and listen to what you have to say:

- "The bottom-line is this... I recommend that we do...."
- "I really respect your ability to get things done. That's why I'm asking you to solve this problem."
- "I think..." (Direct, short statement of your thoughts.)
- "This approach will be the fastest way to get results."

These tips are suggestions to help you adjust your communication to better fit a person with strong dominant traits. As you apply these tips, remember that everyone is a blend of all four traits and that few people are easily represented by only one style. For example a person with mostly dominant and inspiring traits will perceive things a little differently than a person with mostly dominant and cautious traits.

Remember also that the intensity or strength of any trait also affects how people see, hear and interpret the messages they receive. For example, a person with a very high degree of dominant traits will likely see things a little differently from someone with only moderately high dominant traits.

Ultimately, you need to understand the whole perspective of any person you want to communicate with effectively. These tips should help you get "in the ballpark."

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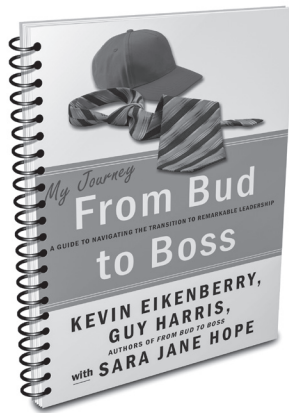
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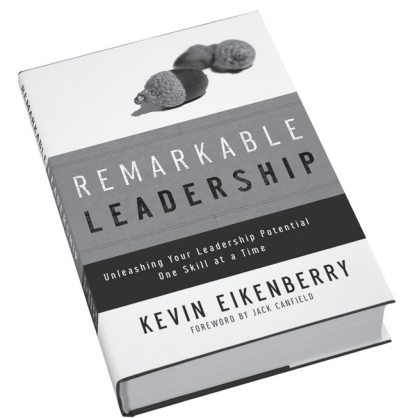


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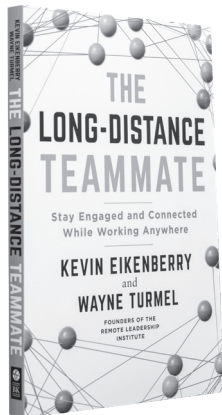
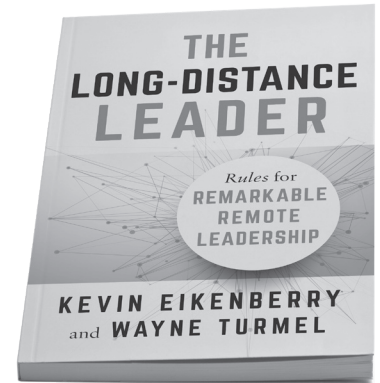
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