

# Surrounded by Personalities: Connecting with Different Personality Types

## Key Takeaways

1

### Understanding Personality

Personality refers to the enduring behaviors, traits, emotional patterns, and abilities that make up a person's response to the events of their life.



Think



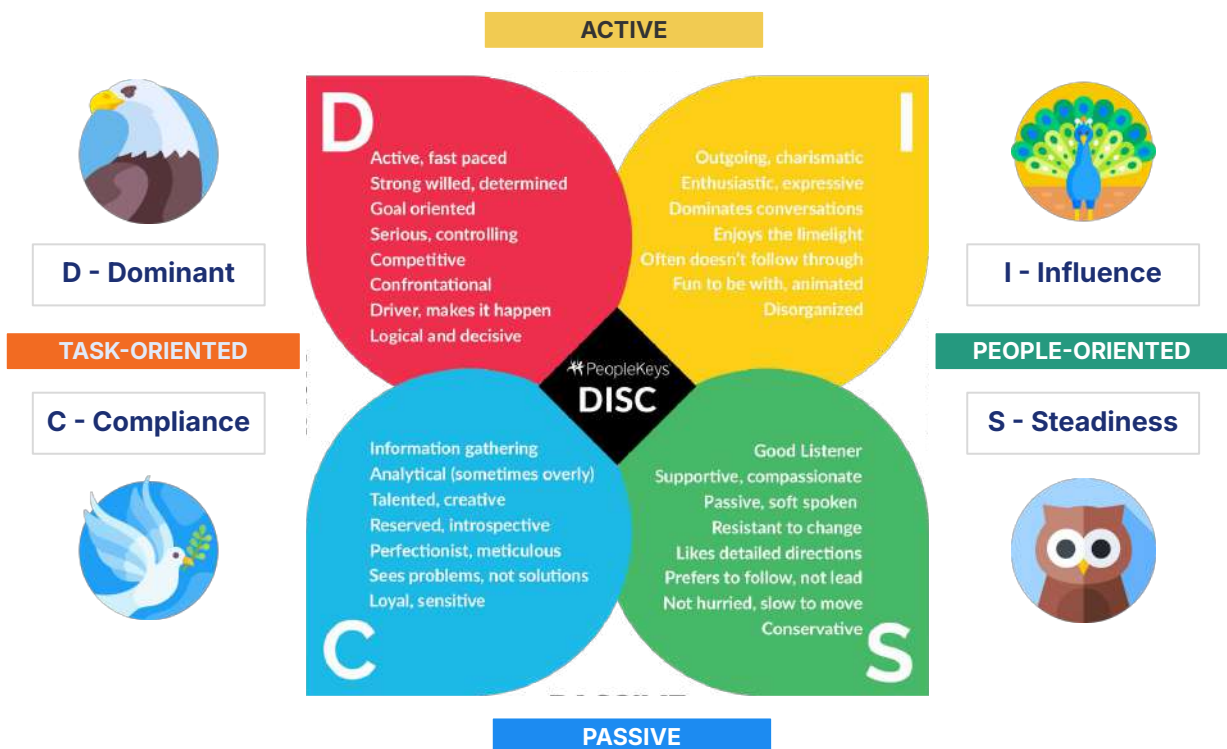
Feel



Act

2

### The Four Types of Personality Styles




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3

### Practical Tips for Better Connection: 4As


**1**



**Active Listening**

Really hear what the other person is saying and reflect back to show understanding.


**2**



**Ask Open-Ended Questions**

Use open-ended questions to encourage dialogue and draw out perspectives.


**3**



**Acknowledge Strengths**

Show appreciation for their approach, effort, and contributions.

**4**



**Adapt & Align**

Mirror tone, pace, and style where appropriate, and flex your approach without changing your core style.

### Need a bit more help?

Discuss with your coach for personalised strategies to improve your communication and connect with others more effectively!



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