

SOME PHYSICAL ATTRIBUTES OF THE FOUR PERSONALITY STYLES

DIRECT ^L	OPEN ^O	INDIRECT ^E	SELF ^B CONTAINED
<p>Firm Handshake Clean Cut Very Punctual Very Competitive Neat/Organized 'Doesn't dress Flashy Direct Eye Contact Very Controlling Moves into space of others Type A person Goal Oriented Very Decisive/ Direct Not a good listener Unpredictable Risk taker</p>	<p>Flashy Messy Smiles a lot Confident walk Lot of facial Expressions Closeness with people Fidgety Talks quickly & loudly In the middle of a crowd Lots of pictures framed differently Likes variety Lots of Post-it notes Misplaces things Always in a hurry-gets off track Clutter Lot of undone jobs Spontaneous</p>	<p>Very sensitive Holds grudges-never forgets Lots of family pictures Close knit group of friends Indecisive Will do anything to prevent conflict Relaxed body language Casual pace Very complimentary to others Sympathetic Dependent Rely on values and morals Good eye contact Creative</p>	<p>List makers Closed body language/arms crossed Organizes thoughts Dresses conservatively Calm expressions/ doesn't show emotion Monotone voice Neat and organized with personal dress Very structured Plans and maps out trips Pack rat Separates business & pleasure</p>