

# The Birds: Which is your dominant & preferred style?

## OWL: Analytical

Serious and reserved  
Detail and accuracy  
Good problem solvers  
Pace: Slow and methodical  
Tension = withdraw  
Communicate: In writing  
Formal approach  
Environment: Quiet and organised  
Deep thinker  
Weakness: Risk adverse, change resistant



*"Get it right"*

*Serious*

## EAGLE: Driver

Action orientated  
Efficient  
Results  
Pace: Fast and decisive  
Take control  
Communicate: Get to the point!  
Stick to facts & sell the benefits  
Environment: Busy, structured  
Tension = dictate  
Weakness: Blunt, stubborn, insensitive



*"Get it done"*

*Indirect*

## DOVE: Amiable

Caring and peaceful  
Relaxed and casual  
Relationships  
Pace: Slow and easy  
Communicate: Informal team-talk  
Tension = submit  
Polite and courteous  
Environment: Harmonious  
Weakness: Lack assertiveness, avoid confrontation

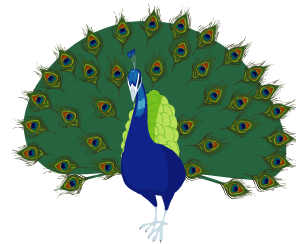


*"Get along"*

*Direct*

## PEACOCK: Expressive

Energetic and optimistic  
Centre of the action  
Creative and confident  
Pace: Fast & spontaneous  
Enthusiastic  
Communicate: To an audience  
Environment: Fast paced, dynamic  
Tension = Confront  
Weakness: Not good with detail, time-control



*"Get appreciated"*

*Outgoing*