


## Conversation Strategies per DEAL Style

DEAL styles correlate with commonly recognized styles of communication. Below are general descriptions that identify each DEAL style plus popular profiles and assessments that relate. Although these profiles don't map precisely to each DEAL style, each instrument offers extensive coaching and training resources to help you identify your preferred communication style(s) and develop strategies to make requests of others

DEAL Styles	Neutral Traits	Development Areas	Related Communication Styles
<p><b>Deciders</b></p> <p><i>When asking remember:</i> No chit chat, don't waste time <i>Ask about</i> bottom-line, politely challenge thinking, give a few choices, let them decide</p>	<p>Extroverted Assertive Serious Intuitive Thinkers Task-oriented</p>	<p><i>Improve asking skills through:</i> Communication, patience, sensitivity, trusting others <i>Enhance natural strengths in:</i> Negotiations, influence, risk taking, decision making</p>	<p>Choleric /Hippocrates Commander/CORE MAP ENT/Myers-Briggs Director/Dominance/DiSC Knower/BrainStyles Red/Personal Insight Inventory Dominance/Predictive Index</p>
<p><b>Engagers</b></p> <p><i>When asking remember:</i> Connect before details/facts <i>Ask for</i> input and creative ideas, will help communicate &amp; engage others, you must follow up</p>	<p>Extroverted Bold Casual Intuitive Feeling Relationship-oriented</p>	<p><i>Improve asking skills through:</i> Impulse control, planning, internal validation <i>Enhance natural strengths in:</i> networking, public speaking, multitasking, creativity</p>	<p>Sanguine/Hippocrates Entertainer/CORE MAP ENF/Myers-Briggs Inducement/Influence/DiSC Conceptor/BrainStyles Yellow/Personal Insight Inventory Extrovert/Predictive Index</p>
<p><b>Accommodators</b></p> <p><i>When asking remember:</i> Relate to people before profit <i>Ask for</i> insights into personality and best ways to connect. Be considerate and inclusive.</p>	<p>Introverted Reserved Casual Sensing Feelers Relationship-oriented</p>	<p><i>Improve asking skills through:</i> Assertiveness, self-care, independent decision making <i>Enhance natural strengths in:</i> Mediation, team building, conflict resolution, listening</p>	<p>Phlegmatic/Hippocrates Relater/CORE MAP ISF/Myers-Briggs Sensors/Supportiveness/DiSC Conciliator/BrainStyles Blue/Personal Insight Inventory Patience/Predictive Index</p>
<p><b>Leveragers</b></p> <p><i>When asking remember:</i> Efficiency over engagement. <i>Ask about</i> process, attempts, best practices. Allow time to think. Need details &amp; evidence.</p>	<p>Introverted Reserved Serious Sensing Thinkers Task-oriented</p>	<p><i>Improve asking skills through:</i> Relaxation, flexibility, letting go of perfectionism, emotional intelligence <i>Enhance natural strengths in:</i> Planning, strategy, project management, organization</p>	<p>Melancholy/Hippocrates Organizer/CORE MAP IST/Myers-Briggs Compliance/Conscientiousness/DiSC Deliberator/BrainStyles Green/Personal Insight Inventory Formality/Predictive Index</p>

**NOTE:** Everyone possesses all of these characteristics, though one or two are usually more developed and preferred. Related Communication Styles are used as an example only and do not perfectly correlate. Descriptions originally based on COREMAP®  - Modified and used with permission.