

"I Opt" Communication Snowflake

Selected Communication Characteristics of Strategic Patterns

REACTIVE STIMULATOR (RS)

CHANGER

Time "matter of fact" delivery with emotion
Dismissive or welcoming approachability
Limit detail to actionable items
Stress "how" and "when"
Focus on results

Start with expected outcome, do not build to it
Acknowledge but do not stress downside
Justify on speed and certainty of outcome
Stay on subject, do not wander
Convey a sense of confidence

Prepare for **changeability of commitments**
Expect some, but not a lot, of involvement
Plan for a timely but not instant decision
Anticipate intense, direct responses

PERFORMER

Stress "what" is to be done and "when"
Limit detail to the absolutely necessary
Expect welcoming approachability
Use emotion to convey conviction
Focus on ideas and options

Be prepared to return focus as things wander
Convey a sense of interest and enthusiasm
Justify on the basis of potential gain
Start with a novel, creative idea
Stress upside possibilities
Prepare adjustments in commitments
Plan for almost instant responses
Anticipate expansive responses
Expect potential involvement

LOGICAL PROCESSOR (LP)

CONSERVATOR

Stress "why" and "how"
Be prepared with extensive detail
Focus on "do ability" and certainty
Use a rational, unemotional delivery
Expect a civil but reserved approachability
Justify on quality and certainty of outcome
Stress the process leading to the outcome
Acknowledge but do not stress downside
Be consistent, logical and measured
Convey a sense of objectivity

Civilized but unbending responses likely
Expect minimal continuing involvement
Plan for an elongated decision process
Expect commitments will be honored

HYPOTHETICAL ANALYZER (HA)

PERFECTOR

Stress "what" and "why"
Limit detail to relationship interaction
Welcoming but reserved approachability
Use thoughtful delivery tinged with emotion
Expect in how proposal relates to other things
Expect detours but stay within a framework
Justify on creativity and level of gains
Convey commanding knowledge
Build to outcome step-by-step
Anticipate respectful, thoughtful responses
Expect some intellectual level involvement
Plan for a cautious and qualified decision
Look for an expansion of proposals/ideas

RELATIONAL INNOVATOR (RI)