

NORTH SOUTH EAST WEST

PERSONAL STYLES: **COMPASS POINTS**

- North: Acting-“Let’s do it!” Acts, tries new things, plunges in.
 - East: Speculating-Looks at the bigger picture, the possibilities.
 - South: Caring-Likes to know that everyone’s feelings have been taken into consideration, that their voices have been heard.
 - West: Planning-likes details; Structure-The Who, What, When, Where, Why, How People
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1. Post the characteristics of each style, one style in each corner of the room.
 2. Ask participants to identify with a style they are most comfortable with in the setting you are exploring (for example in team meetings).
 3. Have participants move to the corner they are most comfortable with.
 - a. Note: many will want to be two styles. It is appropriate to acknowledge that we have many different styles and use them in different settings, however they should pick a primary one for the purpose of the setting today.
 4. Have each style team answer the following questions on flip chart.
 - a. What are the strengths of your style? (3)
 - b. What are the limitations of your style? (3)
 - c. What style do we find most difficult to work with? Why?
 - d. What do others need to know about us so we can work together most effectively?
 - e. What do we value most about the other three styles?
 5. Have each group report out after the questions are answered.