

# Flexing Grid



## **D** Behavior

Word that resonates: RESULTS

Wants:

- Action
- Challenges
- Prestige
- Opportunities for advancement
- Power and authority
- To prove him/herself

## **i** Behavior

Word that resonates: PEOPLE

Wants:

- Active participation in a group
- Social recognition
- Teamwork
- Opportunities to interact positively with others
- Enthusiastic, verbal recognition
- Coaching

## **C** Behavior

Word that resonates: ACCURACY

Wants:

- Systematic approach
- Proven performance standards
- Clear expectations
- Opportunities to demonstrate their expertise
- Attention to detail
- Quality

## **S** Behavior

Word that resonates: COOPERATION

Wants:

- To help others
- A step-by-step plan
- To show loyalty
- Predictable routines
- Identification with a group
- Standard operating procedures