



YOUR COMMUNICATION STYLE IS **CHALLENGER**

As a **CHALLENGER**, your primary interest when communicating is making sure that things get done right.

Your primary motivation is: Action

Your natural conflict is with: Supporter, Counselor, Influencer

YOUR TOP TENDENCIES

- You tend to focus on the big picture more than details.
- Your communication style tends to be direct and sometimes you can be confrontational.
- You ask tough questions because you want to know the answers.
- You are not afraid to speak up when you have something to say.
- You can become very intense when you feel that your personal standards have been violated.
- Because being popular is not very important to you, you might get right to the point and not always bother with polite behavior.
- [Find out more.](#)

YOUR STRENGTHS AND CHALLENGES

YOUR STRENGTHS	YOUR CHALLENGES
<ul style="list-style-type: none">• You are competitive and driven to meet your goals.• You can get along with others but prefer to compete with yourself to do bigger and better things.• You are an excellent problem solver and are not intimidated by obstacles.• You are questioning (some might say you are cynical) which gives you a great ability to identify potential problems before others are aware of them.	<ul style="list-style-type: none">• You might miss important details because you are focusing on the big picture.• As a natural leader, you may become frustrated if others don't follow fast enough.• Because you successfully separate feelings from issues, you can inadvertently hurt feelings or appear cold and uncaring.• You may not take the time to understand the feelings of others even when understanding emotions is important to the outcome of your project.



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