

Applying BST

So how is BST used to its highest advantage? Start with a process:

- ✓ Determine your own style, dominant and secondary.
- ✓ List the weaknesses based on those styles.
- ✓ List the people with whom you have the most contact.
- ✓ Determine each of their dominant and secondary behavior styles.
- ✓ Now that you've determined *their* behavior style, how will *you* consciously act to adjust your behavior style to work best with theirs?
- ✓ Watch your relationships improve immediately.

1. What is your Style?

Choose one of the following:

TA for Talker

DO for Doer

TH for Thinker

CO for Controller

Dominant Style at Work

Low pressure, everything is working perfectly, no particularly bad challenges, deadlines are being met

Secondary Style at Work

Lots of pressure, worries, fear, big challenges with no answers

Your Style:

Dominant Style -

Secondary Style -

2. What are the weaknesses of your dominant style?

3. What are the weaknesses of your secondary style?

4. Plan of action - Based on the weaknesses of your dominant and secondary behavior styles, what will you do to address those weaknesses?

5. Determine the style of those with whom you have the most contact:

Your Boss's Style:

Dominant Style -

Secondary Style -

Plan of Action

(Easiest) Direct Reports' Styles:

Dominant Style -

Secondary Style -

Plan of Action

(Most Difficult) Direct Reports' Style:

Dominant Style -

Secondary Style -

Plan of Action

(Easiest) Co-worker's Style:

Dominant Style -

Secondary Style -

Plan of Action

(Most Difficult) Co-worker's Style:

Dominant Style -

Secondary Style -

Plan of Action

(Best) Customer:

Dominant Style -

Secondary Style -

Plan of Action

(Worst) Customer:

Dominant Style -

Secondary Style -

Plan of Action

(Best) Vendor:

Dominant Style -

Secondary Style -

Plan of Action

(Worst) Vendor:

Dominant Style -

Secondary Style -

Plan of Action

Significant Other:

Dominant Style -

Secondary Style -

Plan of Action

Other:

Dominant Style -

Secondary Style -

Plan of Action