

Rule 17: Be Enthusiastic with People Who Value Enthusiasm

Who from your team or organization might utilize the “I” style of behavior in their approach?

Team Member	Observed Behavior	My Relationship Strategy for Increasing Effectiveness

Tips for interacting with this style:

- Set up an informal meeting environment

- Utilize their networking skills

- Position the positives, downplay the negatives



42 Rules of Employee

Be enthusiastic- modulate your voice, use inflection

Be open

Listen, listen and listen some more. They need to think out loud to clarify their thoughts and ideas

Showcase their verbal skills whenever possible. Allow them to facilitate meetings and events

Use their people skills to generate spirit on your team. Have them be the spirit and fun team champion

Avoid providing information in the form of long boring, monologues

Help them manage details

Give them deadlines