

## Relating to I profiles



### ***Like others to be:***

*Friendly, emotionally honest, recognize contributions*

### ***Try to:***

*Approach them informally*

*Be relaxed and sociable*

*Let them verbalize thoughts & feelings*

*Keep the conversation light*

*Provide written details*

*Give public recognition for individual accomplishments*

*Use humour*

### ***Be prepared for:***

*Attempts to persuade or influence others*

*Need for the “lime light”*

*Over-estimating self & others*

*Over-selling ideas*

*Vulnerability to perceived rejection*