

# Rule 18: Be Accepting with People Who Value Sincerity

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

Team Member	Observed Behavior	My Relationship Strategy for Increasing Effectiveness

Tips for interacting with this style:

Be sincere

Take time to warm up before jumping into the “agenda”

Ask for their input- draw them in as they may not “jump in”



# 42 Rules of Employee

When asking for their input, allow them the time to respond

Because they speak at a more “thoughtful” pace, don’t run over them  
stay with them

Be aware of their tendency to take on too much

Help them say no if appropriate

They’ll want to understand how decisions impact “the people” - be  
prepared for this

They want to help and cooperate- let them

Tell them “how”- they desire a plan, a path they can follow