

Learning & Communication

Style #3: DOERS

1. Thrive on planning with timelines
2. Solve problems by making unilateral decisions
3. Like coworkers who are task-driven and act quickly
4. Use a lot of reward/punishment to motivate
5. Lead by example and personal forcefulness
6. Like technical skills and hands-on jobs
7. Sometimes lack teamwork skills
8. The fewer rules the better – but they must be enforced quickly, completely, and equitably
9. Prefer the scientific method for decision making
10. Strive for quality productivity
11. Like practical applications of curricula
12. Like to ask, “How?” and “When?”



13. Attempt to make the present line up with the future for security
14. Gather facts by direct experience
15. Learn by trying out theories and adding a little common sense
16. Are very pragmatic – if it works, do it (now, please!)
17. Have little tolerance for hazy ideas
18. Favor strategic thinking that gets right to the point without ceremony
19. Like solving problems and often resent being given the answer by an “expert”
20. Are very down-to-earth people who like to take care of business in a hurry
21. Sometimes come across as being aloof, bossy, and not very personal
22. Have little tolerance for the “bleeding heart” or “touchy/feely” people
23. Need to know how things work and will tinker endlessly
24. Like strategic thinking leading immediately to productivity
25. Tend to be inflexible and self-contained, often leaving others wondering why they don't care more

