

# USE THESE WORDS TO STIMULATE POSITIVE RESPONSES

Each communication style responds differently to different words. Here are a few words that normally stimulate positive responses. Use these words to enhance communications with the challenging personality:

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## **CONTROLLER**

Planned  
Completed  
Mission  
Objective  
Return on investment  
Competitive advantage

## **ANALYZER**

Experience  
Factual  
Proven  
Principles

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## **SUPPORTER**

Consensus  
Flexible  
Adaptable  
Reliable  
Dependable  
Precedent

## **PROMOTER**

Possible  
Doable  
Hunches  
Innovative  
Ingenious