



Gareth Callaway
Persuader



Benjamin Carr
Persuader



Relationship Strengths

Gareth and Benjamin are efficient, purposeful, and somewhat assertive when communicating with each other.

Gareth and Benjamin are friendly, expressive, and engaging in communication, readily establishing rapport.

Gareth and Benjamin take a transactive approach to communication, quickly getting to the point, and moving on to the next topic.

Gareth can discuss broad ideas, but Benjamin is good at translating Gareth's suggestions into specifics.

Relationship Cautions

Gareth and Benjamin may work hard to persuade each other, but may not listen closely to each other when there is disagreement.

Gareth and Benjamin may interrupt each other, or they may initiate communication when it suits their own individual schedules.

Gareth and Benjamin may have difficulty moving a conversation forward constructively when they do not agree with each other or when they are both indecisive.

Benjamin may feel like Gareth communicates without getting to the point, whereas Gareth may feel like Benjamin is too focused on the details.

Relationship Tips

Gareth and Benjamin should consciously acknowledge that each person has perspectives and information that could be beneficial to the other.

Gareth and Benjamin should remember to practice active listening and leave each conversation with a clear list of next steps.

Gareth and Benjamin should be sure not to talk past each other, and they should try to self-regulate to make sure the other person understands what they are trying to say.

Benjamin should make sure that Gareth is clear on specific action items and next steps when they end conversations.