



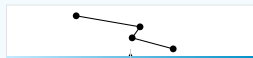
Relationship Guide

Compare two people to discover how they work together.



Benjamin James

Guardian



Gareth Callaway

Persuader



Relationship Strengths

Gareth can help Benjamin by supporting their ideas and creating a unified front when communicating Benjamin's perspective to other stakeholders.

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

Benjamin is able to encourage and act as a counter balance when Gareth feels frustrated by their communication.

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



Relationship Cautions

Gareth may dominate the agenda, and Benjamin's ideas or concerns may get overlooked.

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

Gareth's tendency to rush conversations may frustrate Benjamin. Benjamin's tendency to adapt or yield to preserve the relationship, may limit the effectiveness of collaboration with Gareth.

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 may be the one who tends to set the agenda, but Gareth should make sure to let Benjamin have their say, pausing to ask Benjamin for reactions or feedback, as well as giving credit and acknowledging when Benjamin has a great idea or suggestion.

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

Benjamin should be receptive to communications from Gareth, but Gareth should also provide Benjamin with space and time to think things through alone.

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