

Expressive/Receptive Influence

Team	Achieve	Consequences	Receptive	INVEST
Best	Teaching	Incentives	Action	Opportunities
Support	Telling	FREE	Behavior	Expressive
Force	Suggest	Goals	Energy	Ideas
Contribute	Benefits	Influence	Understanding	Communicate

Expressive/Receptive Influence

Telling	Action	Receptive	Best	Incentives
Consequences	Understanding	INVEST	Benefits	Opportunities
Force	Behavior	FREE	Expressive	Achieve
Energy	Influence	Team	Communicate	Suggest
Goals	Ideas	Support	Teaching	Contribute

Expressive/Receptive Influence

Benefits	Influence	Action	Ideas	Behavior
Team	Force	Goals	Teaching	INVEST
Support	Communicate	FREE	Suggest	Energy
Telling	Opportunities	Receptive	Understanding	Consequences
Expressive	Achieve	Incentives	Best	Contribute