

South - Empathy

Approaches to work/work style:

- Understands how people need to receive information in order to act upon it
- Integrates others' input in determining direction of what's happening
- Value-driven regarding aspects of professional life
- Uses professional relationships to accomplish tasks; interaction is primary
- Supportive of colleagues and peers
- Displays a willingness to take others' statements at face value
- Feeling-based; trusts own emotions and intuition as truth
- Receptive of others' ideas; team player; builds on ideas of others; non-competitive
- Able to focus on the present moment
- Value-oriented words are "right" and "fair"

Overuse: Style Taken to Excess:

- May lose focus on goals when they believe relationships and/or needs of people are being compromised
- Has trouble saying "No" to requests
- Internalizes difficulty and assumes blame
- Prone to disappointment when relationship is seen as secondary to task
- Has difficulty consulting, confronting, and dealing with anger; may be manipulated by anger
- May over-compromise to avoid conflict
- Immersed in the "now"; loses track of time; may not see long-range view
- May become mired in the process at the expense of accomplishing goals

Best ways to work with a South:

- Remember process, attention to what is happening with the relationship between you
- Justify your decisions around values and ethics
- Appeal your relationship with this person and his/her/their other relationships
- Listen hard and allow the expression of feelings and intuition in logical arguments
- Be aware that this person may have a hard time saying "NO" and may be easily steamrolled
- Provide plenty of positive reassurance and likeability
- Let the person know you like them and appreciate them

Source:

Leadership Compass
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