

Relating to Others



for **Colin Granger**

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Hi Colin

Your Footprint® answers have placed you in the Calculator quadrant, which means that your natural style will be to deal in facts rather than feelings and often support the ideas of other people.

Your qualities

analytical, self controlled, conscientious, sceptical, compliant, precise, adaptable, theoretical, exact, circumspect, restless, compelling, takes charge, driving, commanding, original, factual, reflective, studious

Your style

Accurate, forceful, fast paced and with a keen wit, you are likely to create good first impressions and keep people informed in the long term. You have high standards and are quite formal, however, and so often work alone and can take things personally.

Normally a quiet and somewhat reflective person, you are able to make decisions uncluttered by emotion and personal involvement. You may, however, delay tough decisions until you know all the facts. You tend to be oriented towards things rather than people. Indeed, you could be overly critical of others.

Not always very sociable, you may sometimes be serious and intense. You can work as a group member, but prefer not to have to deal with too many people. You are likely to be independently creative – a perfectionist who may blank people who fail to come up to your own high standards. When challenged, you are capable of standing your ground if you have all the information to hand. You will often enforce the rules.

You are wary of new people, but can cope well with changes. Relax and show how you can work in a group. Remember to slow down, listen and ask people for help when you need it – it's not a sign of weakness.

You enjoy getting things right, working with the facts and making things happen. You dislike sloppy standards, waiting your turn and admitting that you have feelings. Restrained and compliant, you will naturally seem mature and approachable. A private person, however, under pressure you may become evasive and need time to yourself. You will not need to discuss issues, preferring to be left alone to deal with problems.



CALCULATOR
Logical, Precise, Careful, Factual
& Planner

With other styles

Drivers - They may not respond to your logical approach. You will find them realistic, but may wish they considered things in more detail.

Influencers - You will find them optimistic, but may think them talkative and superficial. They may not listen or take things seriously enough.

Steadiers - You will find them open and easy to approach. They will listen and do things properly, but maybe not quite as quickly or well as you would prefer.

Calculators - You will find them very exact. You will respect them for this, but might wish them to have more drive. You may need to give them more time to do background research.

Top relationship tips

1. Try not to be too blunt or picky
2. Trust that your best can be good enough
3. Learn to listen and trust others
4. Practice your people skills and learn how to fit in
5. Remember, people express themselves in lots of different ways

Report based on Colin Granger's responses on 04/07/2013

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