

Communication DNA Discovery

Helping our clients to be financially well organised and
to achieve and maintain financial independence



Communication DNA Discovery

The Communication DNA Discovery provides detailed insight into your natural communication style and your preference for how you wish to be communicated with by others. There are no right or wrong answers. We suggest you work quickly over your choices. The focus should not be on “who you want to be”, but rather on who you are.

Allow approx. 5 minutes to complete this questionnaire. Please respond based on your natural style.

Please only select ONE option for ‘Most’ and one for ‘Least’

Example:

6	A. Have fun, communicate with enthusiasm B. Show patience, be compassionate C. Be reliable, be precise	<input checked="" type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C	<input type="checkbox"/> A <input type="checkbox"/> B <input checked="" type="checkbox"/> C
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How do you wish to be communicated with by others?

		Most	Least
1	A. Offer feelings, speak calmly B. Present broad facts, communicate verbally C. Use specifics, provide facts	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C
2	A. Ask close-ended questions, like order B. Get to the bottom line, like outcomes C. Express opinions, focus on lifestyle	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C
3	A. Be interactive, use graphics B. Get to the point, present the big picture C. Provide instructions, communicate regularly	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C
4	A. Demonstrate transparency, offer structure B. Create a relaxed environment, ensure security C. Provide options, communicate directly	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C
5	A. Formal style, provide contacts B. Provide structure, provide research C. Use a soft tone, provide education	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C
6	A. Have fun, communicate with enthusiasm B. Show patience, be compassionate C. Be reliable, be precise	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C
7	A. Address lifestyle needs, be amusing B. Provide order, be modest C. Focus on setting goals, discuss vision	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C
8	A. Focus on returns, address goals B. Plan carefully, follow known paths C. Focus on prosperity, be optimistic	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C
9	A. Allow learning with discussions and explanations B. Use stories and illustrations C. Provide proven methods and evidence	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C
10	A. Provide strategy and key points B. Show ideas and possibilities C. Give analysis and detail	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C
11	A. Actively listen, encourage input B. Encourage thinking out loud, make it fun C. Use logic, bullet points	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C
12	A. Be practical, provide assurance B. Be accurate, provide reflection time C. Say who is involved, speak openly	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C	<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C

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