Communication Styles

LINEAR: discussion is conducted in a straight line, developing casual connections among sub-points towards an end point, stated explicitly. Low reliance on context. (Cut to the chase, where the rubber meets the road!)

versus

CIRCULAR (CONTEXTUAL): Discussion is conducted in a circular movement, developing context around the main point, which is often left unstated. High reliance on context. (Once you have the relevant information, you’ll know just what I mean!)

DIRECT: Meaning is conveyed through explicit statements made directly to the people involved, with little reliance on contextual factors such as situation and timing. (What you see is what you get!)

versus

INIRECT: Meaning is conveyed by suggestion, implication, nonverbal behavior, and other contextual cues; for instance, statements intended for one person may be made within the earshot to a different person. (What you get is what you manage to see!)

ATTACHED: Issues are discussed with feeling and emotion, conveying the speaker’s personal stake in the issue and the outcome. (If it’s important, it’s worth getting worked up over!)

versus

DETACHED: Issues are discussed with calmness and objectivity, conveying the speaker’s ability to weigh all the factors impersonally. (If it’s important, it shouldn’t be tainted by personal business!)

INTELLECTUAL CONFRONTATION: Disagreement with ideas is stated directly, with the assumption that only the idea, not the relationship, is being attacked. (We’re just arguing—don’t take it personally!)

versus

RELATIONAL CONFRONTATION: Relational issues and problems are confronted directly, while intellectual disagreement is handled more subtly and indirectly. (Be authentic about your feelings and respectful of other’s ideas!)

ABSTRACT: Issues are best understood through theories, principles, and date, with emphasis on general rather than the specific. (What’s the principle?)

versus

CONCRETE: Issues are best understood through stories, metaphors, allegories, and examples, with emphasis on the specific rather than the general. (What’s an example?)

Source: