## STYLE Service Versatility by industry

AEROSPACE



36% analytical





11% amiable



The aerospace industry is one of the most technologically sophisticated and innovative industries in the world, employing tens of thousands of engineers and scientists. Not surprisingly, then, the Analytical Style is highly represented in this industry, along with Driving Style people, which is often the case in highly technical industries.

draws

Many job roles in the aerospace industry require an immaculate attention to detail. People involved in manufacturing aeronautic or space vehicles, for example, understand that people's lives rely on their accuracy and precision. This environment is a natural draw for Analytical Style people, as it gives them an opportunity to make meaningful contributions that directly rely on their unique characteristics and strengths.



The strengths that an Analytical Style person brings to this industry mirror the attraction mentioned above; namely, the ability to focus on small details, follow detailed technical and project plans, and a patient persistence when pursuing objectives. Driving Style individuals also add a great deal of value here, as well, since complex engineering projects require people to keep things on schedule and moving forward.



Compared to the 26 industries that TRACOM has data on, the aerospace industry ranks 19th on average Versatility score. There are several possible reasons for this. First, aerospace is often a very fast-paced and results-driven work environment, which may push people beyond their natural comfort levels to the point where they operate in Backup mode and do not act with high Versatility. Second, because many people may work on teams that are dominated by Analytical and Driving Style people, it is possible that "group-think" occurs, whereby different ways of working, solving problems, and interacting are not encouraged. Both of these scenarios would discourage people from showing Versatility since there would be minimal reward for this. Whatever the reasons may be, the data reveals an opportunity for companies in this industry to differentiate themselves from competitors by increasing employees' Versatility.



While Analytical and Driving Style people are highly represented in aerospace, all Styles are present and can be successful. For example, Expressive and Amiable Style people can rely on their unique strengths, such as developing strong teams that are able to meet their goals, and forcing teams to consider the big picture and larger priorities when they are mired in the details.