

STYLE & Versatility

by industry

GOVERNMENT



34%
analytical



21%
driving



19%
amiable



27%
expressive

Style and Versatility come into play in the public sector just as much as in the private sector, and effective interpersonal skills can be even more important in government agencies that deal with a wide range of diverse individuals on a regular basis. Government agencies exist to serve myriad purposes, from providing citizen-facing services such as vehicle licensing, to ensuring national defense. Although people of different Styles may be specifically drawn to different agencies, people of all Styles can find ways to contribute their unique strengths.

intro

draws

Government agencies operate within strict regulatory guidelines, and are accountable to many more stakeholders than private businesses. This requires immaculate precision and strict attention to detail on the part of government employees, which creates a natural draw for Analytical Style people. It is likely that Analytical Style people are even more highly represented in certain agencies than others, such as the Internal Revenue Service, which processes taxes for individuals and businesses in the United States.

Analytical Style people are skilled at navigating complex systems of regulation, and at creating and following detailed processes for ensuring reliable output. Government agencies rely on their Analytical Style employees to provide the most reliable services to citizens possible, even if it is at the expense of speed or efficiency.

strengths

#4

versatility

The public sector ranks 4th place in terms of average Versatility scores among the industries profiled in TRACOM's research, revealing that employees in this industry are well versed in effective communication and collaboration with a diverse range of people. Employees with high Versatility can leave lasting impressions on customers and other stakeholders through excellent customer-service skills and the ability to cultivate long-term relationships.

People of all Styles can find a place in the government sector in which their distinct strengths can shine. For example, even though the Amiable Style is represented in smaller numbers than others, these people can make excellent liaisons between agencies and their most valuable stakeholders. As another example, Driving Style people can ensure that emergency and disaster-response agencies provide service as quickly and efficiently as possible.



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