

# STYLE & Versatility

by industry

BUSINESS SERVICES



33%  
analytical



19%  
driving



22%  
amiable



26%  
expressive

The business services industry is home to a wide range of companies, from carpet cleaners to printer maintenance providers. As such, this industry requires a mix of customer service and precise attention to detail, which explains the unusual preponderance of Analytical Styles.

intro

draws

Many positions in this industry require frequent interactions with customers, while many other positions require detail-oriented work that is done methodically and independently. The opportunity to troubleshoot and solve unique challenges on their own is highly appealing to Analytical Style people. On the flip side, Expressive Style people delight in the opportunity to work in varied settings and interact with a large number of people.

Thoroughness marks the work of Analytical Style people, and such diligence can make or break a company's valuable relationships in the business services industry. Whether on the front line, in the ranks of management or serving in a specialist's position, Analytical Style individuals can drive a company's reputation for providing reliable service. Likewise, Expressive Style people are skilled at interacting with customers and making them feel important. These individuals are likely to be the "face" of many companies in this industry, possibly in a sales or customer relations role.

strengths

#9

versatility

Compared to other industries, business services ranks 9th out of 26 on average Versatility score. This shows that many people in this industry possess decent interpersonal skills and awareness of others' needs and preferences, but that there is still room for improvement. Moving from the median range to the top third in terms of Versatility can give an organization a distinct advantage against competitors in the same industry.

The combination of Analytical and Expressive Style dominating an industry is somewhat unique. It leaves a lot of opportunities for the other Styles to find ways to succeed by relying on their unique abilities and characteristics. For example, Driving Style people can complete work quickly and efficiently, minimizing the impact on clients' normal routines, while Amiable Style people can develop strong and lasting relationships with customers, ensuring repeat business.



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