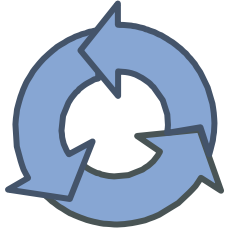
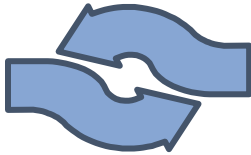


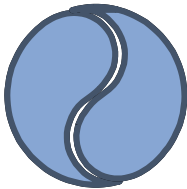
**Direct:** The point is to get to the point. "Don't beat around the bush." Brevity and being linear are often rewarded.



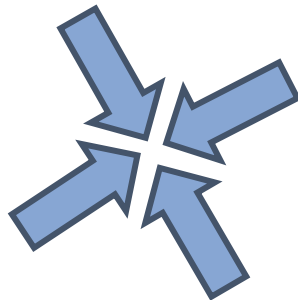
**Circular:** The goal is to tell a story or provide enough information so that the point "speaks for itself." Typically, a great deal of information is included, allowing the listener to reach the conclusion on his or her own.



**Indirect:** The purpose is to bring up a point, or respond to an issue, without having to say the message directly. The goal of harmony in relationships is a higher priority than exactness and speed.



**Person-focused:** Communication is a vehicle for building personal relationships. Also, one can choose to respond to criticism by making personal attacks on another, or one can avoid addressing conflict to maintain a relationship.



**Idea-focused:** Communication is focused on the ideas presented. A great lively debate between friends, family, or coworkers is satisfying and does not negatively impact relationships.