



# People Styles at Work: Making Bad Relationships Good and Good Relationships Better

*Robert Bolton*

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This text asserts that it is possible to overcome personality conflicts by understanding other people's differences instead of merely reacting to them emotionally. It presents a behavioural science model for understanding four different "people styles", and explains how readers can: identify their own style and how they appear to others; relate effectively - no matter how others react to them; create common ground with different people while retaining their own individuality; and evaluate other people's "people styles" and discover how to "flex" their style to match.

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