

Host

You are about to meet two colleagues for the first time five minutes before an international project meeting. You don't have much time to build the relationship before getting down to the business of the meeting.

Talk to Lars first and then meet Miguel. Try to adapt your communication style to the different personalities.

You have heard that Lars is quite serious about his work so be careful in your questions.

You have heard that Miguel is very easy to get on with and likes to socialise with colleagues.

Visitor: Lars

As a person, you are task-focused and do not usually invest a lot of time in small talk. People often say you are quiet and reserved. You often give short answers when questions are asked and ask few questions back. You do not smile often because you think business is a serious activity. You are punctual and you like to start meetings on time. Read your profile below.

Personal Profile	Professional Profile
Home: Stockholm, Sweden	Responsibilities: Head of Marketing in Scandinavia
Family: Married, no children	Current Task: Developing a new strategy for Finland
Out of work interests: Football and fishing	Work abroad: In Helsinki, three days per week
Relationship at work: You have good contact with the CEO of the company, Eric Hallberg	Business Development at work: Looking to expand into Estonia next year

Visitor: Miguel

As a person, you are relationship-focused and you like to make small talk. You enjoy speaking about personal subjects like home and family, and are very ready to show photographs of your children to strangers. You also like to ask personal questions to get to know people. Read your profile below.

Personal Profile	Professional Profile
Home: Moved to Porto, Portugal, two months ago	Responsibilities: Head of Marketing
Family: two young sons (one at school now)	Current Task: Marketing strategy for Portugal and Spain
Out of work interests: you play in a rock band	Work abroad: 3 months in Madrid
Relationship at work: Valdemar Baretto (Head of Finance) has left the company	Business Development at work: Working closely with Italy to develop joint strategy