

# MAKING TEAMS WORK

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# Interpersonal Needs and Behavior



## Observed Behavior

## FIRO Explanation

"I think he is too controlling."

You may have low  
Wanted Control

"I like to get to know people's  
interests and background."

You may have medium or high  
Expressed Affection

"I feel left out and excluded."

You may have high  
Wanted Inclusion

"I never feel appreciated."

You may have high  
Wanted Affection

"I often try to get others  
involved."

You may have high  
Expressed Inclusion

"I like taking on new  
responsibilities."

You may have medium or high  
Expressed Control

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# Action Planning

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