## EASI – FLOOR EXERCISES FOR PRINT







#### Dear Instructor

What you have here, is a set of floor exercises that you can use for facilitation with the EASI typology. This presentation includes slides and instructions for the exercises. When you have selected which exercises you want to use, you might need to bring along some hard copies – they can be printed from this collection.

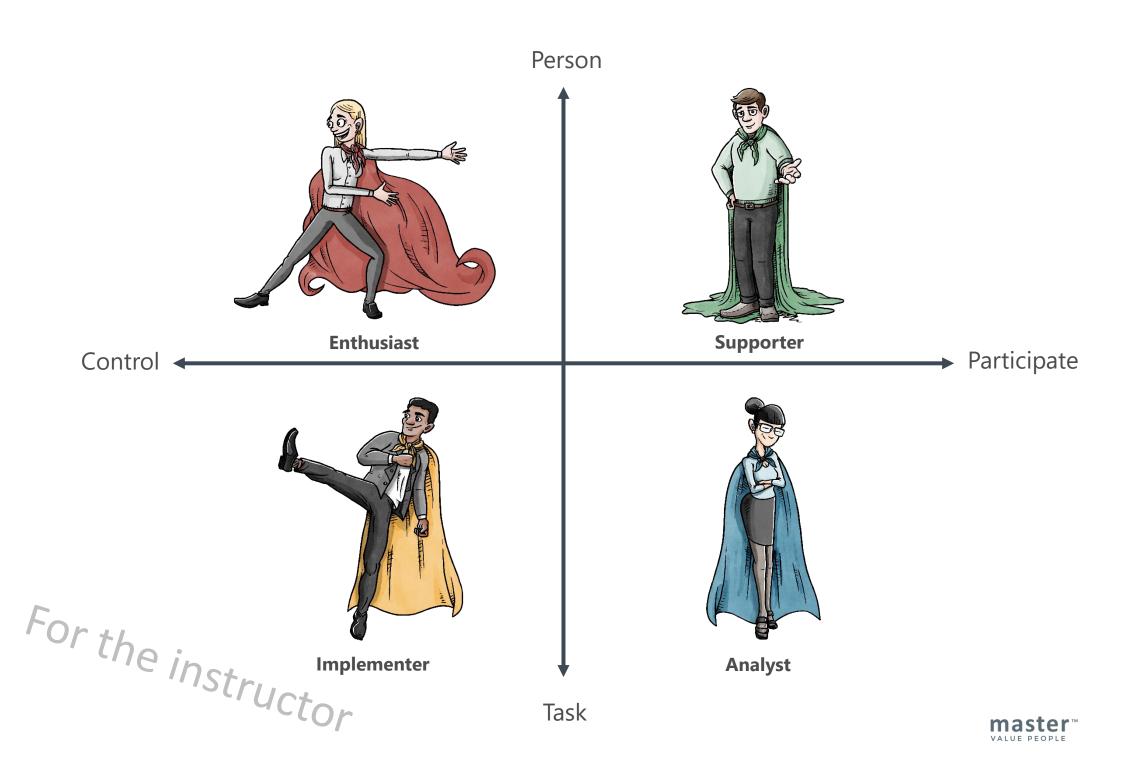
Find the relevant pages and print them. We suggest laminating them so they can be re-used even after they have been used on the floor during the exercise. Consider printing in colors – it makes the types very easy to recognize.

Some pages are marked with "for the instructor" because they show the correct solution to the exercise and provide you with extra words for explanations. Those pages are handy to have with you during the facilitation.

Dotted lines indicate that you should cut the words out to be used in the exercise.

The Master Denmark Team





## Person

Task

#### Animated



Imaginative and colorful Draws attention Many status symbols Talks a lot about himself/herself Often takes initiatives High-paced with lots of energy Loves conceptual discussions

### **Entusiast**

Smiling and friendly Welcoming Listens, prefers not to take a stand Consensus-seeking Likes to ask others for advice Enjoys cooperation and ownership Creates a good atmosphere

### **Supporter**



Participate

## Control •

Direct and "to the point" Formal, controlled Authoritative attitude Efficient atmosphere Focused on effective meetings Asks for clear-cut agreements For the instructor No-nonsense, cuts to the chase

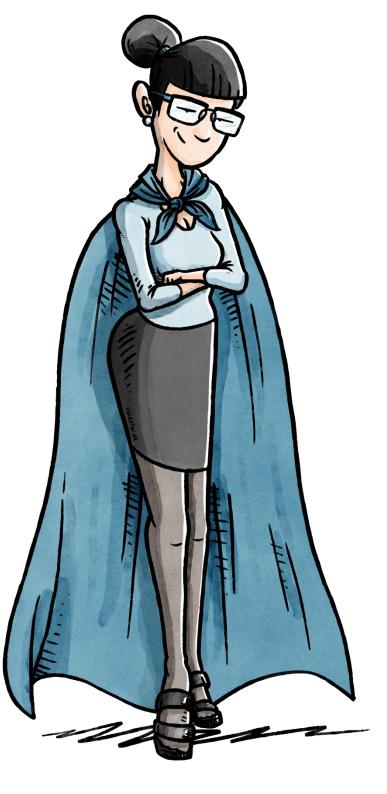
Implementer

Many papers and reports Comes across as dry and pondering Often asks many questions Asks for documentation and data Pays attention to details Stuck in the past Always wants to reflect and check

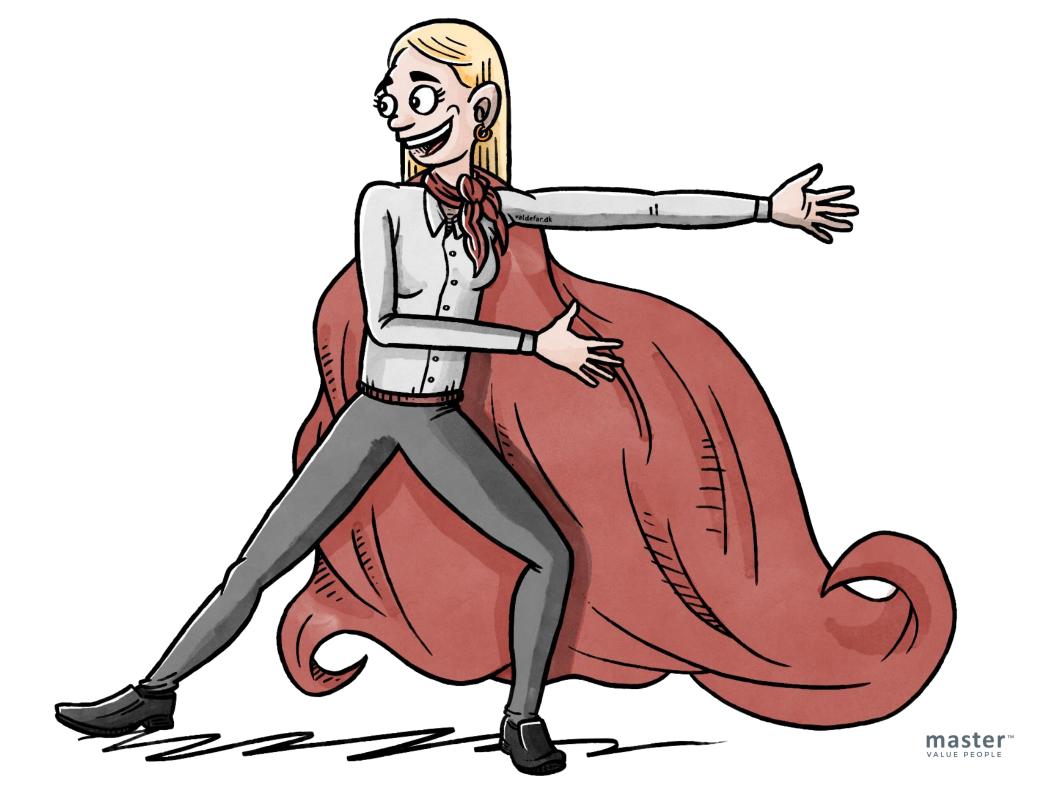


### Analytiker































# CONTROL



# PARTICIPATE



# TASK



# PERSON



Exuberant Emotional Outgoing Influential Like to experiment **Spontaneous** 



Sensitive Empathetic Welcoming Harmony-seeking Patient **Seeks cohesion** 





Controlling **Result-oriented** Pragmatic **Effective decision making** Direct Impatient



Deliberate **Systematic** Conscientious Rational Critical Formal





# Empathetic

# Welcoming

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# Harmony-seeking

Sensitive



Master™ VALUE PEOPLE



# **Seeks cohesion**

Master™ VALUE PEOPLE



## Exuberant

## **Emotional**







## Like to experiment

## **Spontaneous**



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# Controlling

## **Result-oriented**

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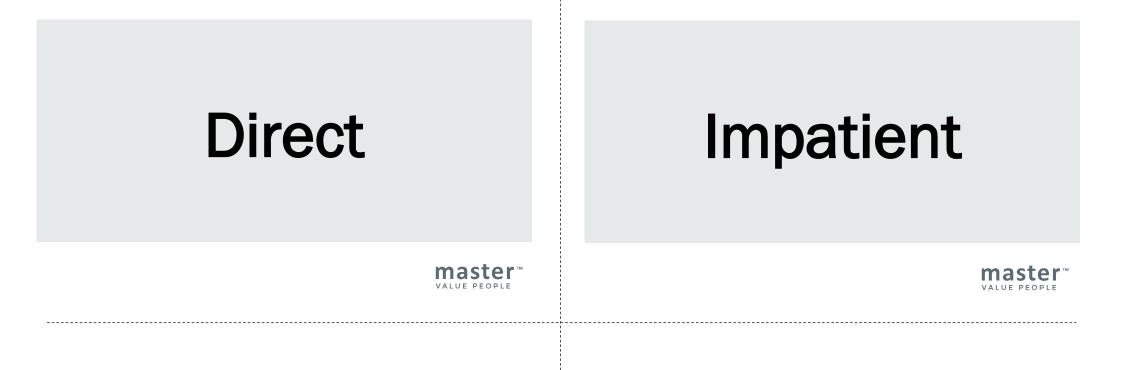
VALUE PEOPLE



# Effective decision making

# Pragmatic





## Deliberate

# Systematic





# Conscientious

## Rational

## Critical

Formal



master

VALUE PEOPLE



### **KEA Parrot**

Extensive vocal repertoire Highly expressive Spontaneous Curious Likes to experiment





#### Dolphin

Seeks social cohesion Empathetic Harmony-seeking Welcoming Curious

### Polar bear

Controlling Result-orientated Effective decisions Self-confidence

For the instructor





#### Beaver

Persevering Systematic Analytical approach Focuses on facts Reticent

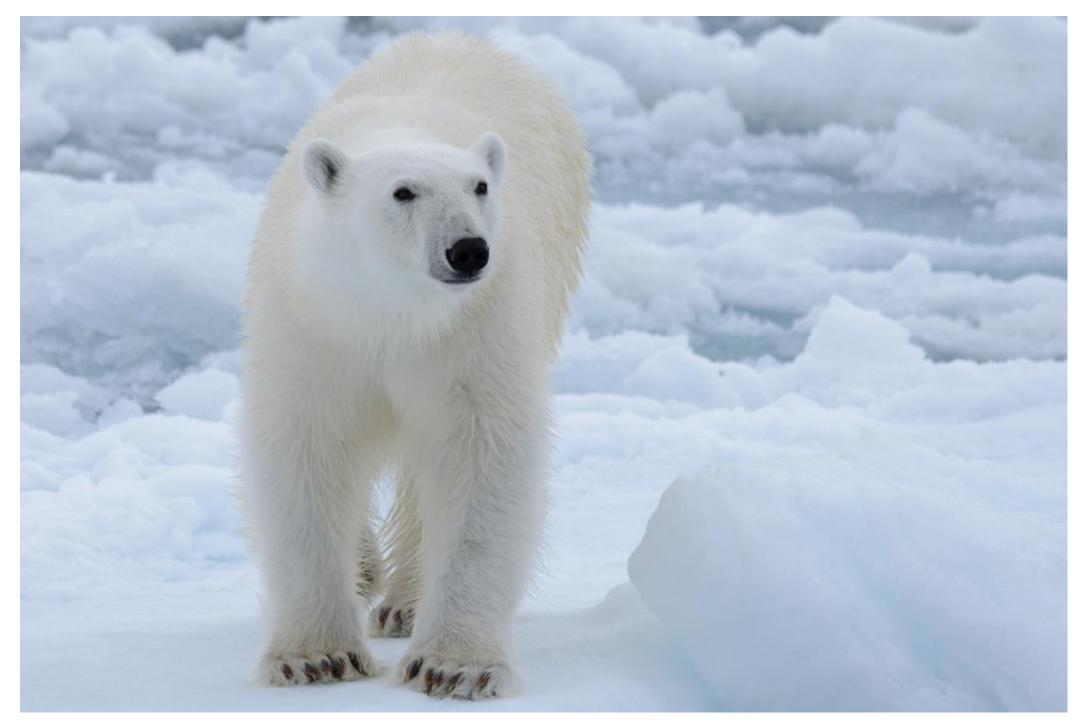
VALUE PEOPLE





## The Enthusiast – KEA Parrot

The Kea Parrot lives in the southern part of New Zealand. It is hard to find protein-rich food in their natural habitat; consequently, they must examine every single leaf, etc., in their search for protein (caterpillars, etc.) In nature reserves, which visitors can access by car, they are known to be curious and e.g. break off windscreen wipers. They are the most challenging creatures to keep in a cage, as they are often able to find a way to escape – they examine every screw, door, opening, etc. Like Enthusiasts, they are creative and find alternative ways to do things.





## The Implementer - The Polar Bear

Polar bears belong at the top of the food chain; they do not need to watch their backs or to fear attacks by other animals. This makes polar bears seem very selfconfident compared to other animals. Polar bears rear up on their hind legs to appear frightening and to signal their power. They will attack primarily if they feel physically threatened or in order to survive. On planned hunts for prey, polar bears will make swift decisions about where to attack based on their previous experience.





## The Supporter – The dolphin

Their vocal communication allows them to behave in a very empathetic and harmony-seeking way. Dolphins are highly curious in their approach to others, which makes them appear very interested in and welcoming to e.g. humans. They live in large groups and seek social cohesion.







## The Analyst - The Beaver

A beaver reacts to running water – it must be stopped! Beavers are extremely hard-working when they are building a dam to stop running water. They do not allow themselves to be distracted by other beavers, but stay focused and maintain their behavior – this is perceived as self-discipline. Only direct provocation will distract them. They build dams in a very structured way.