

Determining Behaviour Styles

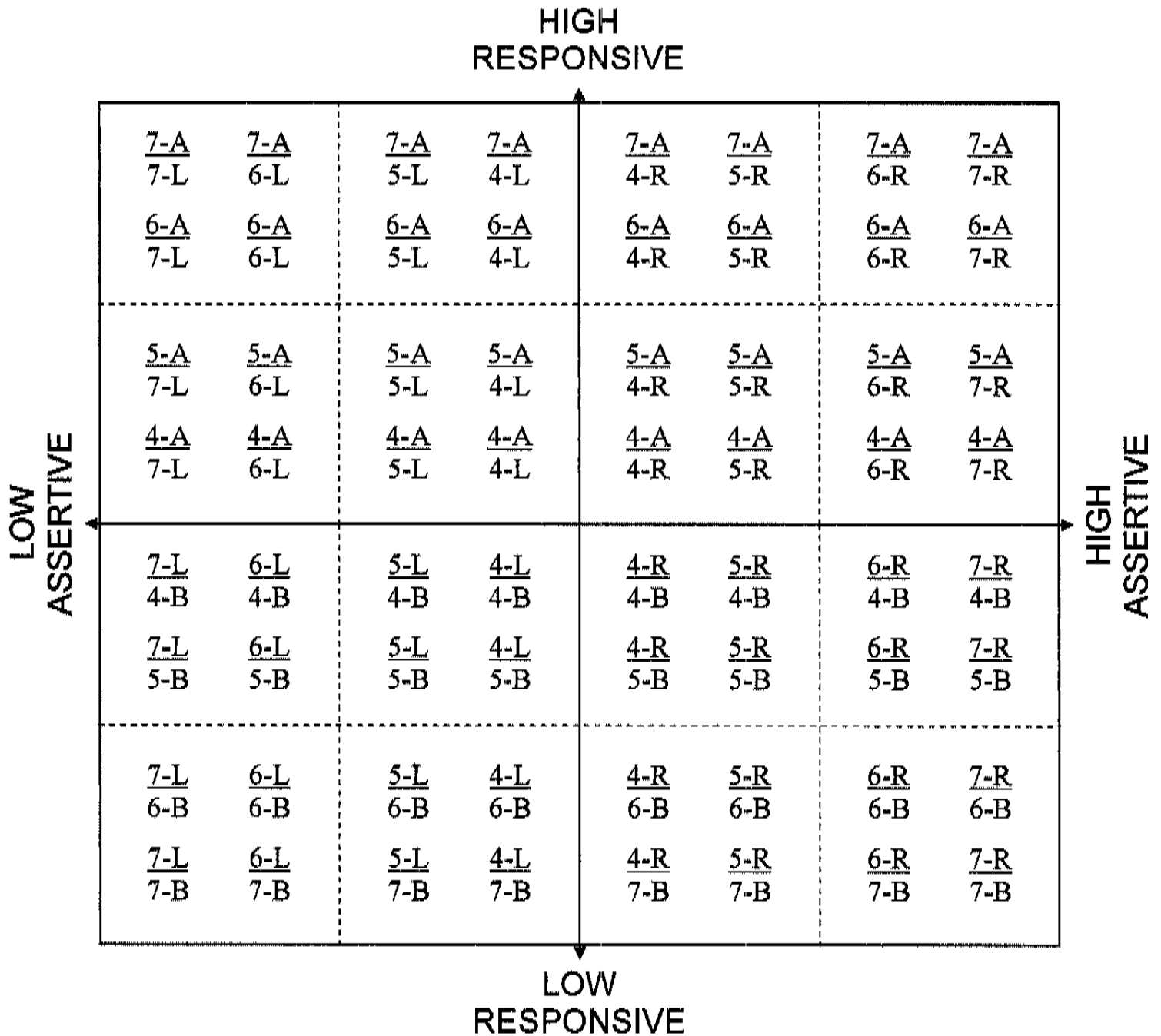
DATE: _____ NAME: _____

*Choose the statement in either column that best describes your own true feelings and actions.
There are no wrong answers.*

- | | | | | | |
|--|----|---|--|---|---|
| 1. I am low, slow and unassuming in my speech (L) | or | I am loud, fast and emphatic in my speech (R) | <table border="1" style="display: inline-table;"><tr><td style="width: 20px; height: 20px; text-align: center;">L</td><td style="width: 20px; height: 20px; text-align: center;">R</td></tr></table> | L | R |
| L | R | | | | |
| 2. I share my personal feelings and stories in conversation (A) | or | I limit my personal feelings and stories in conversation (B) | <table border="1" style="display: inline-table;"><tr><td style="width: 20px; height: 20px; text-align: center;">A</td><td style="width: 20px; height: 20px; text-align: center;">B</td></tr></table> | A | B |
| A | B | | | | |
| 3. I am supportive and cooperative with my expressions and body posture. (L) | or | I am challenging and competitive with my expressions and body posture. (R) | <table border="1" style="display: inline-table;"><tr><td style="width: 20px; height: 20px; text-align: center;">L</td><td style="width: 20px; height: 20px; text-align: center;">R</td></tr></table> | L | R |
| L | R | | | | |
| 4. I am undisciplined with my time. (A) | or | I am disciplined with my time. (B) | <table border="1" style="display: inline-table;"><tr><td style="width: 20px; height: 20px; text-align: center;">A</td><td style="width: 20px; height: 20px; text-align: center;">B</td></tr></table> | A | B |
| A | B | | | | |
| 5. I am a slow paced person. (L) | or | I am a fast paced person. (R) | <table border="1" style="display: inline-table;"><tr><td style="width: 20px; height: 20px; text-align: center;">L</td><td style="width: 20px; height: 20px; text-align: center;">R</td></tr></table> | L | R |
| L | R | | | | |
| 6. I am considerable and/or open with my body and hand movements. (A) | or | I am limited and/or controlled with my body and hand movements. (B) | <table border="1" style="display: inline-table;"><tr><td style="width: 20px; height: 20px; text-align: center;">A</td><td style="width: 20px; height: 20px; text-align: center;">B</td></tr></table> | A | B |
| A | B | | | | |
| 7. I tend to lean back in conversation. (L) | or | I tend to lean forward to stress a point. (R) | <table border="1" style="display: inline-table;"><tr><td style="width: 20px; height: 20px; text-align: center;">L</td><td style="width: 20px; height: 20px; text-align: center;">R</td></tr></table> | L | R |
| L | R | | | | |
| 8. My facial expressions are more animated. (A) | or | My facial expressions are somewhat expressionless. (B) | <table border="1" style="display: inline-table;"><tr><td style="width: 20px; height: 20px; text-align: center;">A</td><td style="width: 20px; height: 20px; text-align: center;">B</td></tr></table> | A | B |
| A | B | | | | |
| 9. I am an infrequent contributor to conversation. (L) | or | I tend to dominate conversations. (R) | <table border="1" style="display: inline-table;"><tr><td style="width: 20px; height: 20px; text-align: center;">L</td><td style="width: 20px; height: 20px; text-align: center;">R</td></tr></table> | L | R |
| L | R | | | | |
| 10. I am more interested in opinions than facts. (A) | or | I am more interested in facts than opinions. (B) | <table border="1" style="display: inline-table;"><tr><td style="width: 20px; height: 20px; text-align: center;">A</td><td style="width: 20px; height: 20px; text-align: center;">B</td></tr></table> | A | B |
| A | B | | | | |
| 11. To take a stand, I make a limited effort. (L) | or | To take a stand, I make a strong effort. (R) | <table border="1" style="display: inline-table;"><tr><td style="width: 20px; height: 20px; text-align: center;">L</td><td style="width: 20px; height: 20px; text-align: center;">R</td></tr></table> | L | R |
| L | R | | | | |
| 12. I am open, enthusiastic and/or friendly, with my expressions and body posture. (A) | or | I am serious, critical and/or defensive with my expressions and body posture. (B) | <table border="1" style="display: inline-table;"><tr><td style="width: 20px; height: 20px; text-align: center;">A</td><td style="width: 20px; height: 20px; text-align: center;">B</td></tr></table> | A | B |
| A | B | | | | |
| 13. I am reserved in my opinion, avoid using power and/or allow others to take initiative. (L) | or | I state strong opinions, tend to use power, and/or take social initiative. (R) | <table border="1" style="display: inline-table;"><tr><td style="width: 20px; height: 20px; text-align: center;">L</td><td style="width: 20px; height: 20px; text-align: center;">R</td></tr></table> | L | R |
| L | R | | | | |
| 14. My actions are open and eager, feeling and/or an emotional decision maker. (A) | or | My actions are cautious and careful, thinking oriented, and/or a rational decision maker. (B) | <table border="1" style="display: inline-table;"><tr><td style="width: 20px; height: 20px; text-align: center;">A</td><td style="width: 20px; height: 20px; text-align: center;">B</td></tr></table> | A | B |
| A | B | | | | |

TOTALS				
Score Only the				
Two Highest Numbers	A	B	L	R

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