



What's Your STYLE?

Base your answers on how you **ACTUALLY** behave!

NOT how you think you **SHOULD** behave.

For Example

- If A is **always true** and B **never is** score A a 3 - and B a zero.
- If A is **most often true** but B is **sometimes** score A a 2 - and B a 1.
- If A is **sometimes** true but B is **more often** score A a 1 - and B a 2.
- If A is **never** true but B **always is** score A a zero - and B a 3.

A + B must = 3

1 - A ____ I prefer to spend my time-off visiting and talking with friends and family.
B ____ I prefer to spend my time-off by myself or maybe a few close friends.

2 - A ____ I believe it is better to not decide rather than make a bad decision.
B ____ I believe that even a bad decision is better than no decision.

3 - A ____ I prefer work that requires controlled interaction with fewer people.
B ____ I prefer work that requires unlimited interaction with many people.

4 - A ____ I enjoy introducing myself to strangers.
B ____ I like to be introduced to strangers by someone else.

5 - A ____ At work - I like to be involved in most issues discussed.
B ____ At work - I prefer to discuss only those issues that affect me directly.

6 - A ____ I make my best decisions based on facts first, gut feeling second.
B ____ I make my best decisions based on gut feeling first, facts second.

7 - A ____ At work - I prefer to do fewer things but do them as perfectly as possible.

B ____ At work - I prefer doing many things well, not necessarily perfectly.

8 - A ____ At work - I prefer do what I think is best.

B ____ At work - I prefer to follow directions even if I don't think they're best.

9 - A ____ At work - I prefer to be part of a team – not necessarily the leader.

B ____ At work - I prefer to be the leader of the team - or work alone.

10 - A ____ At work - I express my ideas and opinions cautiously and carefully.

B ____ At work - I express my ideas directly and quickly.

11 - A ____ I usually arrive at a social event of any kind well before other people.

B ____ I usually arrive a social event on time – not sooner – maybe later.

12 - A ____ At work - I prefer finishing the task more than doing the task.

B ____ At work - I prefer doing the task more than finishing the task.

13 - A ____ At work - my personal satisfaction is most important to me.

B ____ At work – satisfying my boss or customer is most important to me.

14 - A ____ I prefer being involved with people and activities I'm familiar with.

B ____ I prefer activities that involve new people and unfamiliar activity.

15 - A ____ I share my feelings with very few people who I am very secure with.

B ____ I share my feelings openly and honestly, with anyone I feel I can trust.

16 - A ____ I prefer work that forces me to react quickly and spontaneously.

B ____ I prefer work that allows me to react logically and systematically.

17 - A ____ I believe that change is almost always a good thing.

B ____ I believe that change is too often made for the sake of change.

18 - A ____ I tend to be quiet about issues I disagree with and address them later on.

B ____ I tend to react right away when I disagree and get it out in the open.

Tabulation Sheet

1A	
3B	
5A	
7B	
9A	
11B	
13A	
15B	
17A	
People Total	

1B	
3A	
5B	
7A	
9B	
11A	
13B	
15A	
17B	
Task Total	

2B	
4A	
6B	
8A	
10B	
12A	
14B	
16A	
18B	
Open Total	

2A	
4B	
6A	
8B	
10A	
12B	
14A	
16B	
18A	
Guarded Total	

These two must equal 27

Circle the HIGHEST Total

"X" out the LOW Total

These two must equal 27

Circle the HIGHEST Total

"X" out the LOW Total