

Style Questionnaire								
					Instructions: For each question below enter a "1" in the gray cell which applies to you.			
	B	C	D	E				
1					More likely to lean backward when stating opinions			
					More likely to be erect or lean forward when stating opinions			
2					Less use of hands when talking			
					More use of hands when talking			
3					Demonstrates less energy			
					Demonstrates more energy			
4					More controlled body movement			
					More flowing body movement			
5					Less forceful gestures			
					More forceful gestures			
6					Less facial expressiveness			
					More facial expressiveness			
7					Softer-spoken			
					Louder voice			
8					Appears more serious			
					Appears more fun-loving			
9					More likely to ask questions			
					More likely to make statements			
10					Less inflection in voice			
					More inflection in voice			
11					Less apt to exert pressure to take action			
					More apt to exert pressure to take action			
12					Less apt to show feelings			
					More apt to show feelings			
13					More tentative when expressing opinions			
					Less tentative when expressing opinions			
14					More task-oriented conversations			
					More people-oriented conversations			
15					Slower to resolve problem situations			
					Quicker to resolve problem situations			
16					More oriented towards facts and logic			
					More oriented toward feelings and opinions			
17					Slower-paced			
					Faster-paced			
18					Less likely to use small talk or tell anecdotes			
					More likely to use small talk and tell anecdotes			
					Total each column			
	B	C	D	E	SCORING SUMMARY:			
	Assertiveness				If column C is greater than column B, you are right of the center line.			
					If column B is greater than column C, you are left of the center line.			
	Responsiveness				If column D is greater than column E, you are above the horizontal line.			
					If column E is greater than column D, you are below the horizontal line.			
					The intersection of these conclusions determines your style.			