	onna	ire			Instructions For each supplies halous onto a 1841 to the assessment of the control of the contro		<del> </del>
	В		D	E	Instructions: For each question below enter a "1" in the gray cell which applies to you.	<b></b>	
	В	С	<u>U</u>	E	Mana lihah da lasa bashurand uban statisa animana		├
1					More likely to lean backward when stating opinions		├
					More likely to be erect or lean forward when stating opinions		ļ
2					Less use of hands when talking		<del> </del>
					More use of hands when talking		<del> </del>
					infore use of flatius when talking		<del> </del>
					Domana da		<del> </del>
3					Demonstrates less energy		<del> </del>
					Demonstrates more energy		<del> </del>
4					Mana controlled had a second		ļ
4					More controlled body movement  More flowing body movement		<del> </del>
					More flowing body flovement		┼
5					Locs forceful metures		<del> </del>
3					Less forceful gestures  More forceful gestures		<del> </del>
					iviole forceful gestures		┼
6					Less facial expressiveness		<del> </del>
							<del> </del>
					More facial expressiveness		+
7					Softer-spoken		<del> </del>
					Louder voice		+
					LOUGUET VOICE		<del> </del>
8				L	Appears more serious		<del> </del>
					Appears more fun-loving		┼
					Appears more run-loving		<del> </del>
9					More likely to ask questions		<del> </del>
					More likely to make statements		<del> </del>
					iviole likely to make statements		+
10					Less inflection in voice		├
					More inflection in voice		
					Mildre Illifection in Voice		+
11					Less apt to exert pressure to take action		┼
					More apt to exert pressure to take action		<del> </del>
					iniore apt to exert pressure to take action		+
12					Less apt to show feelings		┼
					More apt to show feelings		<del> </del>
					More upt to snow recinigs		<del> </del>
13					More tentative when expressing opinions		<del> </del>
					Less tentative when expressing opinions		<del> </del>
					zess territative when each gopinions		<del> </del>
14					More task-oriented conversations		<del> </del>
					More people-oriented conversations		<del> </del>
					India people offences some seasons		<del>                                     </del>
15					Slower to resolve problem situations		<del> </del>
					Quicker to resolve problem situations		<del> </del>
+							<del>                                     </del>
16				L	More oriented towards facts and logic		<del> </del>
					More oriented toward feelings and opinons	<del> </del>	<del> </del>
						†	<del>                                     </del>
17					Slower -paced	<b>†</b>	<del>                                     </del>
					Faster-paced	<del> </del>	<del>                                     </del>
					· · · · · · · · · · · · · · · · · · ·		T
18					Less likely to use small talk or tell anecdotes		<b>†</b>
					More likely to use small talk and tell anecdotes		T
					Total each column		T
	В	С	D	Е			
					SCORING SUMMARY:	<u> </u>	<del>                                     </del>
A	Assertiveness				If column C is greater than column B, you are right of the center line.	<del> </del>	<del>                                     </del>
					If column B is greater than column C, you are left of the cetner line.		<del> </del>
					2 - 2 - 2 - 2 - 2 - 2 - 2 - 2 - 2 - 2 -	<del> </del>	<del> </del>
R	esno	nsiven	ess		If column D is greater than column E, you are above the horizontal line.	<del> </del>	<del> </del>
	2000	.5.7011			If column E is greater than column D, you are below the horizontal line.		<del> </del>
					g. seed and the normal man	<b></b>	<del>                                     </del>
							1