

## Social Styles Assessment

In each 4-word block below, rate the words from most like you to least like you by assigning points as follows:

- 4 points to the word that is **most like** you
- 3 points to the word that is **like** you
- 2 points to the word that is **somewhat like** you
- 1 point to the word that is **least like** you

a) \_\_\_ daring  
 b) \_\_\_ passionate  
 c) \_\_\_ careful  
 d) \_\_\_ congenial

a) \_\_\_ competitive  
 b) \_\_\_ social  
 c) \_\_\_ accurate  
 d) \_\_\_ calm-mannered

a) \_\_\_ vocal  
 b) \_\_\_ appealing  
 c) \_\_\_ sensible  
 d) \_\_\_ amiable

a) \_\_\_ dynamic  
 b) \_\_\_ spirited  
 c) \_\_\_ exacting  
 d) \_\_\_ good-natured

a) \_\_\_ straightforward  
 b) \_\_\_ charming  
 c) \_\_\_ controlled  
 d) \_\_\_ good-hearted

a) \_\_\_ commanding  
 b) \_\_\_ gracious  
 c) \_\_\_ reserved  
 d) \_\_\_ laid-back

a) \_\_\_ enterprising  
 b) \_\_\_ conversational  
 c) \_\_\_ disciplined  
 d) \_\_\_ considerate

a) \_\_\_ emphatic  
 b) \_\_\_ attractive  
 c) \_\_\_ diplomatic  
 d) \_\_\_ understanding

a) \_\_\_ adventurous  
 b) \_\_\_ friendly  
 c) \_\_\_ mindful  
 d) \_\_\_ pleasant

a) \_\_\_ unsettled  
 b) \_\_\_ demonstrative  
 c) \_\_\_ tactful  
 d) \_\_\_ kind

Totals a) \_\_\_ b) \_\_\_ c) \_\_\_ d) \_\_\_

a) Driver	b) Expressive	c) Analytical	d) Amiable
<i>Doers</i>	<i>Influencers</i>	<i>Cautious thinkers</i>	<i>Peace-makers</i>
"I want it done now"	"Let me tell you about my experience..."	"Let's look at the documentation supporting this."	"We're all on the same team and should work together."
Traits <ul style="list-style-type: none"> <li>independent</li> <li>problem-solver</li> <li>direct</li> <li>strives to win</li> <li>decisive</li> <li>goal-oriented</li> <li>likes immediate results</li> </ul>	Traits <ul style="list-style-type: none"> <li>socializer</li> <li>talkative</li> <li>gregarious</li> <li>story-teller</li> <li>intuitive</li> <li>enthusiastic</li> <li>optimistic</li> <li>persuasive</li> </ul>	Traits <ul style="list-style-type: none"> <li>orderly</li> <li>persistent</li> <li>wants facts</li> <li>structured</li> <li>organized</li> <li>slower pace</li> <li>diplomatic</li> <li>precise</li> </ul>	Traits <ul style="list-style-type: none"> <li>warm</li> <li>accepting</li> <li>agreeable</li> <li>steady</li> <li>calm</li> <li>supportive</li> <li>patient</li> <li>considerate</li> </ul>
Wants to know: <ul style="list-style-type: none"> <li>what it does</li> <li>by when</li> <li>what is costs</li> </ul>	Wants to know: <ul style="list-style-type: none"> <li>how it enhances status</li> <li>who else uses it</li> </ul>	Wants to know: <ul style="list-style-type: none"> <li>how it is justified</li> <li>how it works</li> </ul>	Wants to know: <ul style="list-style-type: none"> <li>How people are affected</li> <li>What's the benefit to others</li> </ul>

