

Your Individual Style

Think about your behaviour – how you see it but also how others might see it!

If you AGREE that the statement sounds like you most of the time, tick the shaded box.

If the statement does not really sound like you, then leave it and move to the next statement.

- This means you won't tick all statements.

1	When dealing with people and problems, I am seen as firm and determined				
2	I am always thinking of new ideas and concepts				
3	I feel more comfortable dealing with facts and figures than dealing with people				
4	I like traditional practices and accept ideas				
5	I am a gentle person who enjoys peace and harmony				
6	I often upset people with my directness				
7	I am inclined to argue with the television or radio when I don't agree with them				
8	I like to take my time filling out forms and questionnaires				
9	Working on my own is better for me than working with other people				
10	I often find myself telling jokes at parties and with friends				
11	Before making a decision I like lots of information				
12	I am naturally noisier than others around me				
13	Getting the task done is more important than people's feelings				
14	I describe myself as enthusiastic, spontaneous and persuasive				
15	How people feel is very important to me				
16	I thoroughly check all small details before coming to a conclusion				
17	I can be seen as bossy and rather aggressive at times				
18	People say I could sell sand to Arabs				
19	I find small talk difficult and often find myself talking about work				
20	I am inclined to criticise people who do not think logically				
21	I find being rushed to meet tight deadlines worries me				
22	I prefer to be alone than having to mix with others				

23	I am seen as a calm, even tempered person who cares about people and how they feel				
24	I like working in a job that I understand and that is systematic and not rushed				
25	I am good at talking people into seeing things my way				
26	People often call me a perfectionist				
27	Having authority and control is very important to me				
28	Emotions and feelings are not as important as reason and logic				
29	I push my ideas strongly, even if others don't agree				
30	I am steady, thorough and analytical				
31	I enjoy being the centre of attention				
32	I get bored with formality, systems and rigid processes				
33	Time is more important to me when doing a job than people's feelings				
34	I enjoy being part of the team more than being the leader				
35	Structure, rules and procedures are important to me				
36	I am often described as a workaholic				
37	I thrive on new, challenging and different tasks				
38	I enjoy reading more than talking				
39	I don't like being rushed				
40	I am highly competitive				
41	I make decisions quickly and on my own				
42	I tend to listen and be influenced by other people's ideas and suggestions				
43	I am a very detailed person				
44	I am seen as a controlled, confident and courageous person				
45	I tend to be shy and quiet				
46	I enjoy parties and am often the entertainment				
47	I enjoy new things, even when they are risky				
48	People see me as mild and easy going				
49	I am confident and sure of myself about everything I do				
50	I am neat and tidy in just about everything I do				
51	I get annoyed when people make light of serious situations				
52	I don't like making decisions on my own				
53	I have no trouble in making fast & important decisions on my own				
54	I often hide how I feel				
55	I tend to express exactly how I feel				
56	Fine detail is very important to me				
57	I get aggravated by people who waste time and lose track in discussions				
58	I have a reputation for going into situations too fast				
59	I tend to take control in most situations				

60	I am more attracted to adventurous ideas than practical ones				
61	I am often the one doing the talking in the group				
62	When I am upset everyone knows				
63	I often put off making the hard decisions				
64	I am a patient, even-tempered and quiet person				
65	I dislike arguing and often give in to people				
66	I can be seen as cool and withdrawn by some people				
67	I prefer to be the leader than a team player				
68	I am a good storyteller and often exaggerate				
69	I avoid aggressive and over-assertive people				
70	Most people see me as a good listener				
71	I like an open, quiet, friendly environment that demonstrates personal attention and interest in co-operation				
72	I find expressing my feelings difficult				
73	I am known as warm, friendly and understanding				
74	I have no problems in expressing my feelings and opinions in meetings and discussions				
75	I prefer to listen than do the talking				
76	I enjoy standing up and talking to groups				
77	At the end of the day it is efficiency and results that count				
78	People often talk to me about their problems				
79	I rely on my own decisions rather than people's opinions				
80	I gesture with my hands and talk fast when I get excited				

Add up each column, and write the results in the box below (column 1 in box 1 etc).

Box 1	Box 2	Box 3	Box 4