

INFLUENCING BEHAVIOUR STYLES – My Own Style

1. I need to know that others understand how I feel:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

2. I am proud of setting personal goals and reaching them:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

3. I trust decisions made on gut and heart:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

4. I tend to be disorganised:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

5. I'm most interested in the Big Picture:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

6. I get excited about big challenges:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

7. I enjoy persuading others:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

8. I have a visibly high level of energy:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

9. I enjoy tough competition and love winning:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

10. I take things too personally:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

Sub Total

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Total divided by 10 =

P

INFLUENCING BEHAVIOUR STYLES – My Own Style

1. I need to get to know people I trust first:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

2. I am very forgiving when people make mistakes:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

3. I believe that people are at least as important as business objectives:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

4. I tend to avoid saying things that will lead to conflict:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

5. I think small talk is an important part of doing business:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

6. I like people and people like me:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

7. I frame my questions so people will not be hurt:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

8. I'm supportive of others:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

9. I want to be given plenty of time to make up my mind:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

10. I enjoy a relaxed environment:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

Sub Total

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Total divided by 10 =

S

INFLUENCING BEHAVIOUR STYLES – My Own Style

1. I need to know how something works before I act upon it:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

2. I need to know that people’s preparation has been thorough:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

3. I won’t make decisions until I fully understand the detail:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

4. I get annoyed when I hear a “sweeping” statement:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

5. I need to measure detailed information against existing data:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

6. I ask detailed questions to check if others understand the subject:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

7. I need to understand the criteria involved in a decision:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

8. I need a logical progression of ideas:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

9. I need to see support and back-up material:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

10. I like to bury myself in the details of a tough problem:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

Sub Total

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Total divided by 10 =

A

INFLUENCING BEHAVIOUR STYLES – My Own Style

1. I get impatient when people go into details

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

2. I just want to hear the bottom line:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

3. I sharply challenge others on key points:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

4. I respond quickly and concisely:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

5. I tend to intimidate others:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

6. I dislike talk that is not focused on the objectives:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

7. I'm very direct:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

8. I show impatience quickly:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

9. I'm quick to cut someone off if I feel my time is being wasted:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

10. I make decisions very quickly:

Always	Usually	Often	Sometimes	Seldom	Never
10	8	6	4	2	0

Sub Total

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Total divided by 10 =

D