

SELF-ASSESSMENT OF SOCIAL STYLES

Use the questionnaire and chart on the back to assess your social style. Total your score on assertiveness and divide by 15. Then total your score on responsiveness and divide by 15. Plot the two average scores on the chart.

Assertiveness Ratings I perceive myself as:

Responsiveness Ratings I perceive myself as:

Quiet			Talkative	Open			Closed
1	2	3	4	4	3	2	1
Slow to Decide			Fast to Decide	Impulsive			Deliberate
1	2	3	4	4	3	2	1
Going along			Taking charge	Using opinions			Using facts
1	2	3	4	4	3	2	1
Supportive			Challenging	Informal			Formal
1	2	3	4	4	3	2	1
Compliant			Dominant	Emotional			Unemotional
1	2	3	4	4	3	2	1
Deliberate			Fast to Decide	Easy to know			Hard to know
1	2	3	4	4	3	2	1
Asking questions			Making statements	Warm			Cool
1	2	3	4	4	3	2	1
Cooperative			Competitive	Excitable			Calm
1	2	3	4	4	3	2	1
Avoiding risks			Taking risks	Animated			Poker-faced
1	2	3	4	4	3	2	1
Slow, studied			Fast-paced	People-oriented			Task-oriented
1	2	3	4	4	3	2	1
Cautious			Carefree	Spontaneous			Cautious
1	2	3	4	4	3	2	1
Indulgent			Firm	Responsive			Nonresponsive
1	2	3	4	4	3	2	1
Nonassertive			Assertive	Humorous			Serious
1	2	3	4	4	3	2	1
Mellow			Matter-of-fact	Impulsive			Methodical
1	2	3	4	4	3	2	1
Reserved			Outgoing	Lighthearted			Intense
1	2	3	4	4	3	2	1

RESPONSIVENESS

Low

1

ANALYTICAL

DRIVER

2

ASSERTIVENESS

Low

2

3

4

High

3

AMIABLE

EXPRESSIVE

4

High

