



Identifying Your Behavioural Style

This questionnaire is focused on collecting information about your behaviour when interacting with others. However, behaviour is contextual (depending on the situation and other people you are interacting with). Therefore, you should be clear what context you are considering when answering the questions.

You must remain consistent about the context throughout the process to obtain a meaningful result.

Think of the context in which you are going to score your behaviour, e.g. interacting with your partner, family, work colleagues, clients, etc.

Work through the 15 questions and circle the letter (A, B, C or D) beside the word that best describes how you would behave in the context you have selected.

<p>Question 1</p> <p>A Gentle B Thoughtful C Active D Determined</p>	<p>Question 2</p> <p>A Reserved B Talkative C Out spoken D Quiet</p>	<p>Question 3</p> <p>A Stimulating B Industrious C Challenging D Relaxed</p>	<p>Question 4</p> <p>A Amusing B Serious C Shy D Confident</p>	<p>Question 5</p> <p>A Cautious B Decisive C Agreeable D Takes charge</p>
<p>Question 6</p> <p>A Organised B Independent C Approachable D Enthusiastic</p>	<p>Question 7</p> <p>A Personable B Adventurous C Academic D Practical</p>	<p>Question 8</p> <p>A Logical B Perfectionist C Cooperative D Competitive</p>	<p>Question 9</p> <p>A Sensitive B Inventive C Precise D Intellectual</p>	<p>Question 10</p> <p>A Imaginative B Realistic C Patient D Helpful</p>
<p>Question 11</p> <p>A Exacting B Responsive C Informal D Controlled</p>	<p>Question 12</p> <p>A Evaluation B Positive C Flamboyant D Persistent</p>	<p>Question 13</p> <p>A Directive B Initiating C Considerate D Methodical</p>	<p>Question 14</p> <p>A Productive B Anticipatory C Supportive D Convincing</p>	<p>Question 15</p> <p>A Persuasion B Pioneering C Perceptive D Conceptual</p>

In the table below, circle the letter you circled in each question above. Circle only ONE letter in each question.

	Analyst	Amiable	Expressive	Driver
Question 1	B	A	C	D
Question 2	A	D	B	C
Question 3	B	D	A	C
Question 4	B	C	A	D
Question 5	A	C	D	B
Question 6	A	C	D	B
Question 7	C	A	B	D
Question 8	A	C	D	B
Question 9	D	A	B	C
Question 10	C	D	A	B
Question 11	D	C	B	A
Question 12	A	B	C	D
Question 13	D	C	A	B
Question 14	B	C	D	A
Question 15	D	C	A	B
TOTAL (No. of letters circled in each column)	_____	_____	_____	_____

Enter your TOTALS below and multiple by four to create a larger number to plot on the page 3 matrix.

Analyst _____ X 4 = _____

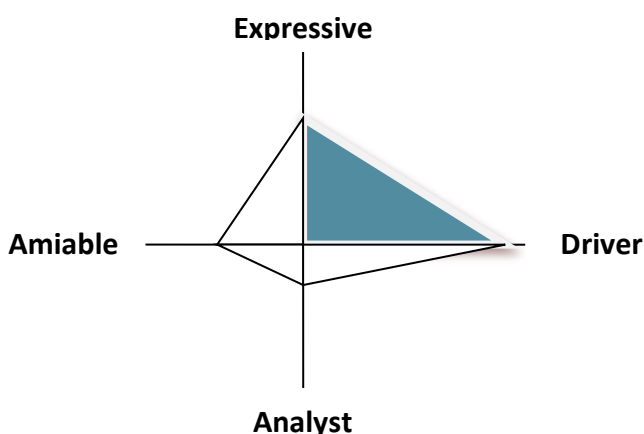
Amiable _____ X 4 = _____

Expressive _____ X 4 = _____

Driver _____ X 4 = _____

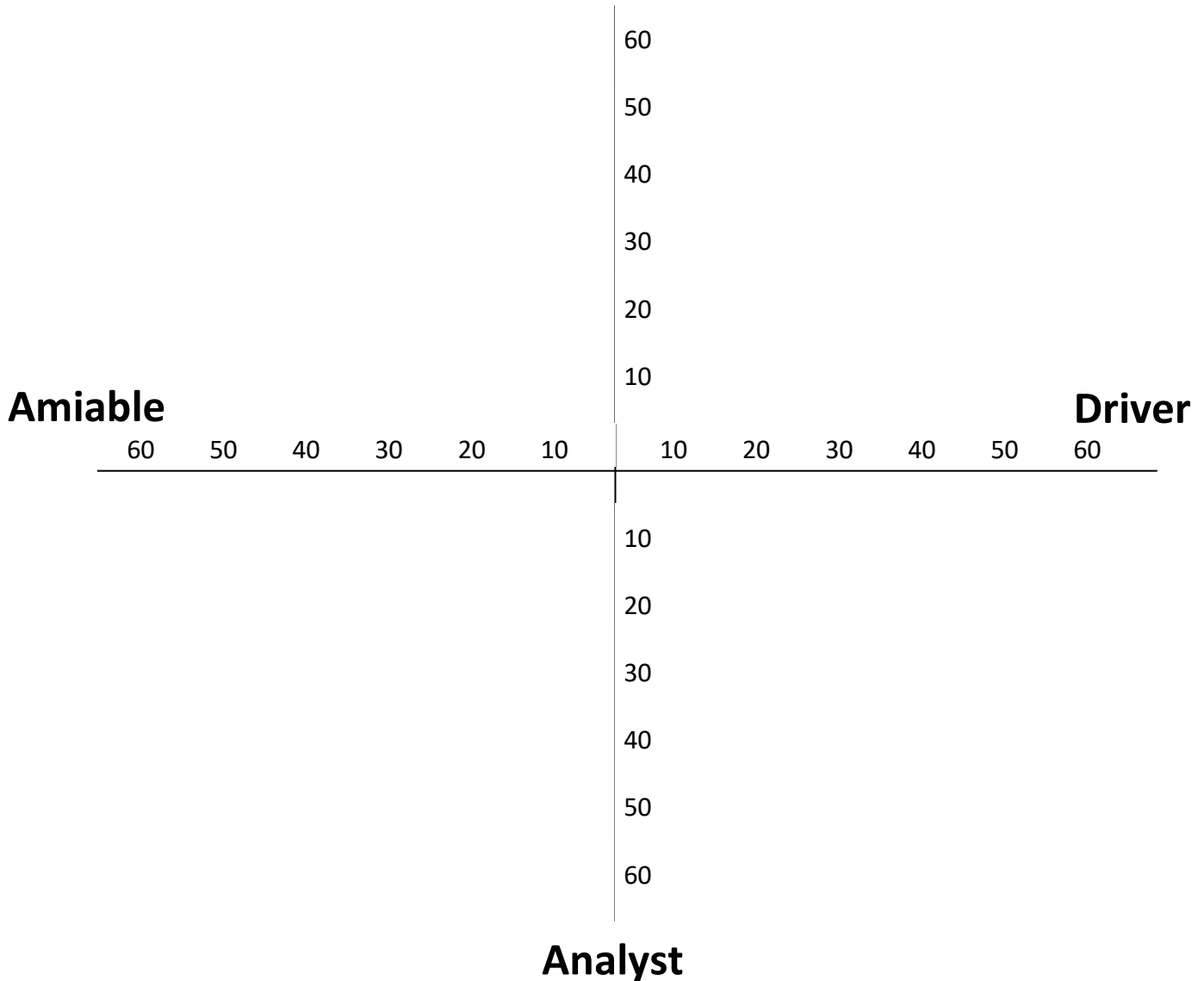
EXAMPLE RESULT:

Plotting the above scores on the matrix on page 3 will lead to a shape with one triangle dominant. In this example the dominant behavioural style is **Expressive (lower score) Driver (higher score)**



My Behaviour Profile

Expressive



Results:

My most dominant style (*highest score*) is (a): _____

My second most dominant style (*second highest score*) is (b): _____

My overall style therefore is (b + a): _____

Examples:

highest score (a) Analyst
second highest (b) Amiable
= **Amiable Analyst** (b+a)

highest score (a) Expressive
second highest (b) Driver
= **Driving Expressive** (b+a)

highest score (a) Driver
second highest (b) Analyst
= **Analytical Driver** (b+a)

highest score (a) Driver
second highest (b) Expressive
= **Expressive Driver** (b+a)