

INTERPERSONAL COMMUNICATION STYLE SURVEY – PART I

This is not a test. There are no right or wrong answers. It is simply a survey to determine on how you interact with others in everyday situations. Compare each set of statements in Column A and Column B. Then circle the number that best describes your behavior most of the time, in most situations, with most people. For example, circling the number “1” would indicate that the statement in column A represents your behavior almost all of the time. Similarly, circling the number “7” would indicate that the statement in letter B represents your behavior almost all of the time. Each other number indicates varying use of Column A and B behaviors. Please do not write in the numeral 4, which is neutral, and do not circle more than one number on each line.

<u>Column A</u>	<u>I tend to:</u>	<u>Column B</u>
Be less competitive	1 2 3 5 6 7	Be more competitive
Move more cautiously	1 2 3 5 6 7	Move more rapidly
Speak more slowly and softly	1 2 3 5 6 7	Speak more quickly, intensely, loudly
Be less aggressive	1 2 3 5 6 7	Be more aggressive
Lets others take charge	1 2 3 5 6 7	Take charge myself
Be less argumentative	1 2 3 5 6 7	Be more argumentative
Decide deliberately	1 2 3 5 6 7	Decide quickly
Exert less pressure for decisions	1 2 3 5 6 7	Exert more pressure for decisions
Be less forceful in requests, directions and expressing self	1 2 3 5 6 7	Be more assertive in requests, directions and expressing self
Ask questions and seek clarification in meetings	1 2 3 5 6 7	Be more “telling” and directive in meetings
Be less risk oriented	1 2 3 5 6 7	Be more risk oriented

Add all you responses _____ and divide by eleven.

The answer is your “A” _____ score.

INTERPERSONAL COMMUNICATION STYLE SURVEY – PART II

<u>Column A</u>	<u>I tend to:</u>	<u>Column B</u>
Appear more reserved	1 2 3 5 6 7	Appear more friendly
Be task oriented	1 2 3 5 6 7	Be people oriented
Focus more on facts	1 2 3 5 6 7	Focus more on feeling
Be more structured in use of time	1 2 3 5 6 7	Be more spontaneous in use of time
Prefer working alone	1 2 3 5 6 7	Prefer working in a cohesive group
Be more serious	1 2 3 5 6 7	Be more fun-loving
Use fewer gestures, facial expressions and body movements	1 2 3 5 6 7	Use more gestures, facial expressions and body movements
Be more controlled and guarded in expressing feelings	1 2 3 5 6 7	Be more open and less guarded in expressing feelings
Be less interested in casual conversation, jokes and anecdotes	1 2 3 5 6 7	Be more interested in casual conversation, jokes and anecdotes
Be less tolerant of interferences with the job	1 2 3 5 6 7	Be more tolerant of interferences with the job
Be more disciplined in my approach	1 2 3 5 6 7	Be more personal in my approach

Add all your responses _____ and divide by eleven.

The answer is your "R" _____ score.