Your Social Style and Your Imprint

Style Recognition Helper

Select the letter or number that best represents how you perceive yourself on each of the scales indicated. (Not on what you would like to be but how you are at this moment in time).

Then total the numbers of each letter and number selected.

I would describe myself as: read each entry horizontal and only one answer per line so if go along is your strongest feature or preference you would circle D if it is most like you if take charge is you then circle A and B is close to but not the strongest.

Go Along			Take Charge	Cold			Warm
○	○	◉	○	○	○	◉	○
A	B	C	D	1	2	3	4

Quiet			Talkative	Calm			Exitable
○	○	◉	○	○	◉	○	○
A	B	C	D	1	2	3	4

Support			Challenging	Reserved			Animated
○	○	◉	○	○	◉	○	○
A	B	C	D	1	2	3	4

Compliant			Dominant	Task Oriented			People Oriented
○	◉	○	○	○	◉	○	○
A	B	C	D	1	2	3	4

Asks Questions			Makes Statements	Eyes Serious			Eyes Friendly
○	◉	○	○	○	○	◉	○
A	B	C	D	1	2	3	4

Co-operative			Competitive	Talks Only Business			Share Personal Feelings
○	○	◉	○	○	◉	○	○
A	B	C	D	1	2	3	4

Introverted			Extroverted	Reserved			Outgoing
○	○	○	◉	○	○	○	◉
A	B	C	D	1	2	3	4

Slow,			Face-paced	Wants or			Wants or Uses

Studied				Uses Facts			Opinions
○	○	◉	○	○	◉	○	○
A	B	C	D	1	2	3	4

Low Assertive			High Assertive	Not Emotional			Emotional
○	○	○	○	◉	○	◉	○
A	B	C	D	1	2	3	4

Contrained			Open	Low Responsive			High Responsive
○	○	◉	○	○	○	◉	○
A	B	C	D	1	2	3	4

Total the number of:

D's	C's	B's	A's
1	7	2	0

Total the number of:

1's	2's	3's	4's
0	5	4	1