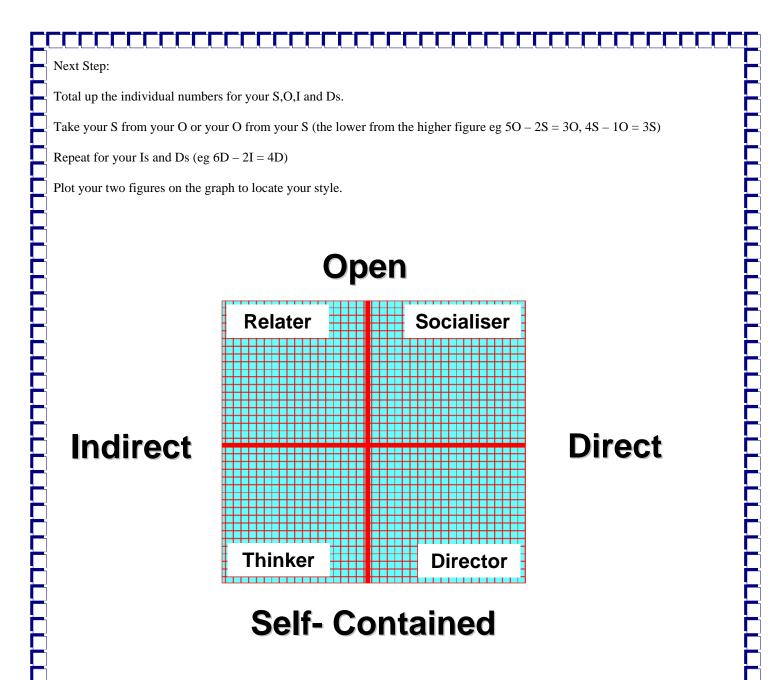
	Behavioural Styles						
H	(Acknowledgement to Dr Tony Alessandra for his concept)						
		Compare each set of statements in Column A and Column B. Circle the letter (S, O, I or D) to the left of Column A if the statement in that column best describes you most of the time. Circle the letter near Column B if that statement best describes you.					
			Column A			Column B	
	1.	S	Prefers to deal with facts more than opinions.	1.	0	Tends to rely on opinions more than facts.	F
E	2.	S	Punctual.	2.	0	Leisurely about time.	B
E	3.	0	Easy to get to know.	3.	S	Hard to get to know.	E
F	4.	S	Enjoys following an established schedule.	4.	0	Feels cramped by schedule.	B
	5.	0	Animated facial expressions during speaking and listening.	5.	S	Few facial expressions during speaking and Listening.	E
	6.	S	Focuses conversation on issues and tasks at hand; stays on subject.	6.	0	Conversation consists of many stories and anecdotes; gets off the subject.	
þ	7.	0	Shows and shares feelings freely.	7.	S	Keeps feelings hidden.	Ľ
	8.	0	Considerable hand and body movement during conversation.	8.	S	Limited hand and body movement during conversation.	E
	9.	0	More enthusiastic than the average person.	9.	S	Less enthusiastic than the average person.	B
R	10	. S	Makes decisions rationally.	10). O	Makes decisions based on emotion.	R
F	11.	0	Mostly speaks in generalities and opinions.	11	l. S	Mostly speaks in specifics, facts and logic.	R
F	12	I	Risk avoider.	12	2. D	Risk taker.	R
F	13	I	Infrequent contributor to group conversation.	13	3. D	Frequent contributor to group conversation.	P
È	14	D	Faster paced than average person.	14	4. I	Slower paced than average person.	
È	15	. I	Little use of voice to emphasise points.	15	5. D	Uses voice intonations to emphasise points.	È
ב	16	I	Speaks softer than average.	16	5. D	Speaks louder than average.	È
Ľ	17.	D	Speaks faster than average.	17	7. I	Speaks slower than average.	Ľ
	18	D	Makes gestures to emphasise points.	18	3. I	Few gestures to emphasise points.	
	19	. I	When not in agreement most likely to go along.	19). D	Most likely to put up an argument when not	F
	20	D	More likely to introduce self to others in social gatherings.	20). I	More likely to wait for others to introduce themselves.	
þ	21	D	Communicates readily.	21	. I	Hesitant to communicate.	È
þ	22.	D	Makes emphatic statements.	22	2. I	Makes tentative statements. (shades of grey)	Ę
Ľ							E
Ľ							H
							F



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