

# YOUR BEHAVIORAL STYLE

To determine your Behavioral Style at work (or in your career), please complete the following.

For each of the 10 word groups below (*reading across the page*), ask yourself: “Which word is MOST like me at work (or in my career), and which word is LEAST like me? Which word is LIKE me, and which word is SOMEWHAT like me?” Assign 4 points to the word that is MOST like you; 3 points to the word that is LIKE you; 2 points to the word that is SOMEWHAT like you; and 1 point to the word that is LEAST like you. There must be only *one 1, one 2, one 3 and one 4* on each line reading across the page. (See the example). After you have completed the selections, follow the set of instructions at the bottom of the page.

*Example: I decided that Predictable is the word MOST like me so I gave it 4 points; Cautious is LEAST like me so I gave it 1 point; Determined is LIKE me so I gave it 3 points; and Convincing is SOMEWHAT like me so I gave it 2 points. It's easiest to begin with the word that is MOST like you and the word that is LEAST like you and then select the remaining two words. This is an example only. You are likely to select a different pattern of words to describe yourself.*

__ 3 __ Determined	__ 2 __ Convincing	__ 4 __ Predictable	__ 1 __ Cautious
1.    ___ Determined	___ Convincing	___ Predictable	___ Cautious
2.    ___ Strong Willed	___ Persuasive	___ Easy-going	___ Orderly
3.    ___ Direct	___ Expressive	___ Kind	___ Analytical
4.    ___ Bold	___ Sociable	___ Cooperative	___ Precise
5.    ___ Outspoken	___ Animated	___ Patient	___ Logical
6.    ___ Decisive	___ Talkative	___ Loyal	___ Controlled
7.    ___ Daring	___ Outgoing	___ Agreeable	___ Careful
8.    ___ Restless	___ Enthusiastic	___ Considerate	___ Thorough
9.    ___ Competitive	___ Inspiring	___ Consistent	___ Detailed
10.   ___ Aggressive	___ Playful	___ Satisfied	___ Accurate

After you have assigned values to all 10 word groups, add up (total) the points for each of the four columns. Write the total for each column on the line below each column. The sum of these four totals must add up to 100.

_____	_____	_____	_____
Style    ___ D ___	___ I ___	___ S ___	___ C ___

PRINT:  
Your Name: \_\_\_\_\_

Company: \_\_\_\_\_