

Business Style Questionnaire

Your style is not based on how you see yourself. Your style is based on other people's perception of you. When filling out this inventory, read each statement from the standpoint of the way you think other people perceive you.

Put an 'x' in the clear box to the left of the statement in each pair that you think most accurately expresses how other people see you. Sometimes you may think neither or both apply. Nevertheless, choose the statement which most closely describes how the majority of other people perceive you.

Each statement has a word in it that suggests a comparison: more, less, fewer, and so forth. You may wonder "more than what?" or "less than what?" In each case, think in terms of "more than" or "less than" half the population.

After completing all 18, please add up the number of Xs in each column.

	A	B	C	D	Statement
1					More likely to lean backward when stating opinions
					More likely to be erect or lean forward when stating opinions
2					Less use of hands when talking
					More use of hands when talking
3					Demonstrates less energy
					Demonstrates more energy
4					More controlled body movements
					More flowing body movements
5					Less forceful gestures
					More forceful gestures
6					Less facial expressiveness
					More facial expressiveness
7					Softer-spoken
					Louder voice
8					Appears more serious
					Appears more fun-loving
9					More likely to ask questions
					More likely to make statements

continued on back...

	A	B	C	D	Statement
10					Less inflection in voice
					More inflection in voice
11					Less apt to exert pressure for action
					More apt to exert pressure for action
12					Less apt to show feelings
					More apt to show feelings
13					More tentative when expressing opinions
					Less tentative when expressing opinions
14					More task-oriented conversations
					Less task-oriented conversations
15					Slower to resolve problem situations
					Quicker to resolve problem situations
16					More oriented towards facts and figures
					More oriented towards feelings and opinions
17					Slower-paced
					Faster-paced
18					Less likely to use small-talk or tell stories
					More likely to use small-talk and tell stories

A	B	C	D

Total Score

Results

If you have more 'Xs' in....

A:

B:

C:

D:

Your primary style is...

Amiable

Driver

Analytical

Expressive