

## Rate Your Dominant Communication Style

When under pressure, do you tend to be (circle the adjective that most fits you):

Write the item number here:

Humorous 3	Regimental 2	Concise 1	Concerned 4	_____
Focused on outcome 1	Focused on steps 2	Excited 3	Apprehensive 4	_____
Aggressive 1	Talkative 3	Disciplined 2	Nurturing 4	_____
Non-confrontational 4	Schmoozer 3	Resistant 2	Assertive 1	_____
Innovative 1	Talented 2	Creative 3	Productive 4	_____
Driven 1	Enthusiastic 3	Absorbed 2	Seeking the peace 4	_____
Scattered 3	Structured 2	Multi-tasking 1	Helpful 4	_____
Analytical 2	Clear 1	Tolerant 4	Imaginative 2	_____
Prophetic 1	Logical 2	Resourceful 3	Practical 4	_____
Consistent 4	Heroic 1	Critical 2	Empathic 3	_____
Competitive 2	Directing 1	Enrolling 3	Reliable 4	_____
Charismatic 3	Forceful 1	Friendly 4	Technical 2	_____
Encouraging 4	Independent 1	Intellectual 2	Light-hearted 3	_____
Likes short-term goals 2	Socializer 3	Likes long-term goals 4	Risk-taker 1	_____
Rule-breaker 1	Tests Rules 3	Abides by Rules 4	Upholds Rules 2	_____
Explaining 2	Expecting 1	Supporting 4	Mediating 3	_____
Leading teams 1	Avoiding teams 2	Motivating teams 3	Seeking teams 4	_____
Leading by example 1	Sharing leadership 3	Avoiding leadership 4	Leading by necessity 2	_____
Overlooking others 1	Criticizing others 2	Understanding Others 3	Promoting others 4	_____
Shy from drama 4	Ignore drama 1	Hate drama 2	Manage drama 3	_____
Tough 1	Contained 4	Questioning 2	Curious 3	_____
Likes physical challenge 1	Avoids conflict 3	Likes mental challenge 2	Avoids stress 4	_____
Avoids confrontation 4	Diffuses confrontation 3	Angered by confrontation 1	Energized by confrontation 2	_____

### SCORING:

Count up how many 1s, 2s, 3s and 4s you had and put the total below:

Total 1s \_\_\_\_\_ Total 2s \_\_\_\_\_ Total 3s \_\_\_\_\_ Total 4s \_\_\_\_\_  
 (RED) (BLUE) (YELLOW) (GREEN)

Your high score demonstrates your strongest communication style, especially under pressure. Your secondary score indicates your fallback or adaptive style or styles.

If you scored below a five on any style, be aware of how you treat others who demonstrate this style. You may have little patience or tolerance for people who tend toward these styles. Yet these are people you need around you to support your efforts. Do not alienate them. Instead, find ways to collaborate with them.