Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Period: \_\_\_\_\_\_\_

**WHAT’S MY COMMUNICATION STYLE?**

This inventory presents a number of self-descriptive statements, each of which is followed by four different endings. Indicate the order in which each ending is characteristic of you. In the spaces before each ending, fill in the numbers as follows: (4) for the alternative most like you, (3) for the alternative next most like you, (2) for the alternative next least like you, and (1) for the alternative least like you. Use each number only once and number all endings. Even if two choices seem equally like you, or two others seem equally unlike you, rate them with different numbers.

For example:

4. most like you

3. next most like you

2. next least like you

1. least like you

* Sometimes I suspect that I may appear to others as being:
* \_\_ (a) too emotional or too intense.
* \_\_ (b) almost emotional or too intense.
* \_\_ (c) too concerned with details
* \_\_ (d) hard to “read” because I am always quietly thinking

1. I think others see me as:
2. \_\_ (a) practical and to the point.
3. \_\_ (b) emotional and somewhat exciting.
4. \_\_ (c) logical, or having a lot of common sense
5. \_\_ (d) very intelligent.
6. When I work on projects, I:
7. \_\_ (a) want it to be stimulating and involve lively interaction with others.
8. \_\_ (b) concentrate to make sure the project is logically developed.
9. \_\_ (c) want to make sure the project has good results that will justify spending my time and energy on it.
10. \_\_ (d) am most concerned as to whether the project contributes something new.
11. In communicating with others I may:
12. \_\_ (a) seem boring because I talk about too many details.
13. \_\_ (b) seem impatient with those who express ideas that are obviously not thought through.
14. \_\_ (c) show little interest in thoughts and ideas that show little or no originality.
15. \_\_ (d) tend to ignore those who talk about their future and direct my attention to what needs to be done right now.
16. When confronted by others with a different point of view, I can usually make progress by:
17. \_\_ (a) getting at least one or two specific commitments on which we can “build” later.
18. \_\_ (b) trying to place myself in the “shoes of others.”
19. \_\_ (c) keeping my composure and helping others to see things simply and logically.
20. \_\_ (d) relying on my basic ability to conceptualize and pull ideas together.
21. I spend most of my time:
22. \_\_ (a) thinking about if what I’m doing will become a meaningful memory.
23. \_\_ (b) making sure that any actions I take are consistent and part of a systematic progression.
24. \_\_ (c) my immediate actions and involvements, and whether they make sense today.
25. \_\_ (d) long-range problem-solving, rather than thinking about solving problems today.
26. In reacting to individuals whom I meet, I am likely to consider whether:
27. \_\_ (a) they can contribute ideas and challenges.
28. \_\_ (b) they seem thoughtful and reflective.
29. \_\_ (c) they are interesting and fun to be with.
30. \_\_ (d) they know what they’re doing and can get things done.
31. I feel satisfied with myself when I:
32. \_\_ (a) get more things accomplished than I planned.
33. \_\_ (b) understand the feelings of others and react in a helpful way.
34. \_\_ (c) solve a problem by using a logical method.
35. \_\_ (d) develop new thoughts or ideas.
36. I find it easy to be convincing when I am:
37. \_\_ (a) in touch with my feelings and those of others.
38. \_\_ (b) logical and patient.
39. \_\_ (c) down to earth, laid back, and to the point.
40. \_\_ (d) taking all points of view into account.

I enjoy it when others see me as:

\_\_ (a) intellectually gifted.

\_\_ (b) an strong individual who knows where she’s/he’s going and who has the ability to get there.

\_\_ (c) creative, inspiring, and interesting.

\_\_ (d) a dependable individual who gets things done on time.

**SCORING SHEET**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **SENSOR** | **FEELER** | **THINKER** | **INTUITOR** |
| 1. | (a) | (b) | (c) | (d) |
| 2. | (c) | (a) | (b) | (d) |
| 3. | (d) | (c) | (b) | (a) |
| 4. | (a) | (b) | (c) | (d) |
| 5. | (c) | (a) | (b) | (d) |
| 6. | (d) | (c) | (b) | (a) |
| 7. | (a) | (b) | (c) | (d) |
| 8. | (c) | (a) | (b) | (d) |
| 9. | (d) | (c) | (b) | (a) |

**TOTALS**

**SENSOR: \_\_\_\_\_\_\_\_**

**FEELER: \_\_\_\_\_\_\_\_**

**THINKER: \_\_\_\_\_\_\_\_**

**INTUITOR: \_\_\_\_\_\_\_\_**

**(THE TOTAL SHOULD EQUAL 90.)**

**PROFILE SHEET**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **36** |  |  |  |  |
| **34** |  |  |  |  |
| **32** |  |  |  |  |
| **30** |  |  |  |  |
| **28** |  |  |  |  |
| **26** |  |  |  |  |
| **24** |  |  |  |  |
| **22** |  |  |  |  |
| **20** |  |  |  |  |
| **18** |  |  |  |  |
| **16** |  |  |  |  |
| **14** |  |  |  |  |
| **12** |  |  |  |  |
| **10** |  |  |  |  |
| **8** |  |  |  |  |
| **6** |  |  |  |  |
| **4** |  |  |  |  |
| **2** |  |  |  |  |
|  | **SENSOR** | **FEELER** | **THINKER** | **INTUITOR** |