Appendix 1 Behavioural Styles Inventory

Identify your basic behavioural style by completing the chart below. In each box, circle the words that best describe you. Circle any word that feels 'right', be spontaneous and don't think too hard!

To obtain a more complete assessment of your basic behavioural style, have one or more other people who know you well complete this exercise about you (ideally ask someone you can trust to be objective and tactful).

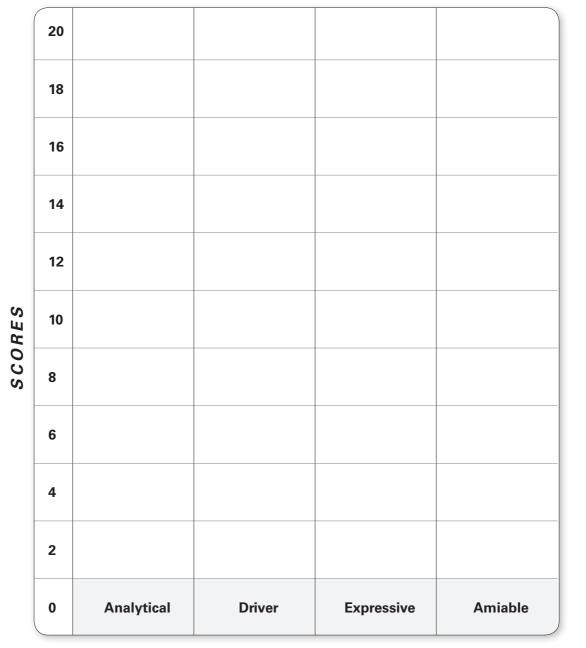
To score, count the number of words you circled and write that number on the line. Then transfer the numbers from each quadrant to the scoring grid on the next page.

Analytical	Driver
"Be Accurate!"	"Be Efficient"
Problem Solver Organised Factual	Goal Driven Takes Charge Independent
Orderly Consistent Persistent Accurate	Seeks Power Action Oriented Persistent
Precise Perfectionist Enjoys Instruction	Competitive Judges Quickly Purposeful
Sensitive Logical Cautious	Industrious Serious Controlling Bold
Impersonal Scheduled Detailed	Self-reliant Excitable Productive
Conscientious Inquisitive	Strong Willed Firm
Number Circled	Number Circled
Amiable	Expressive
"Be Agreeable"	"Be Stimulating"
Enjoys Popularity Loyal Sympathetic	Enthusiastic Inspirational Fun-loving
Adaptable Calm Sociable Sensitive	Spontaneous Intuitive Like Variety
Tolerant Nurturing Patient	Initiator Enjoys Change Creative
Cooperative Good Listener Personal	Motivator Optimistic Ambitious
Enjoys Routine Respectful Relational	Takes Risks Friendly Mixes Easily
Non-demanding Thoughtful	Group Oriented Promotes Energetic
Number Circled	Number Circled

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Appendix 1 Behavioural Styles Scoring Grid

Plot your scores from the Behavioural Styles Inventory on the grid below. If other people also complete inventories on your communication styles, plot their scores in different colours and see how the scores compare.



BEHAVIOURAL STYLES

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