

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

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.

SCORES

20				
18				
16				
14				
12				
10				
8				
6				
4				
2				
0	Analytical	Driver	Expressive	Amiable

BEHAVIOURAL STYLES