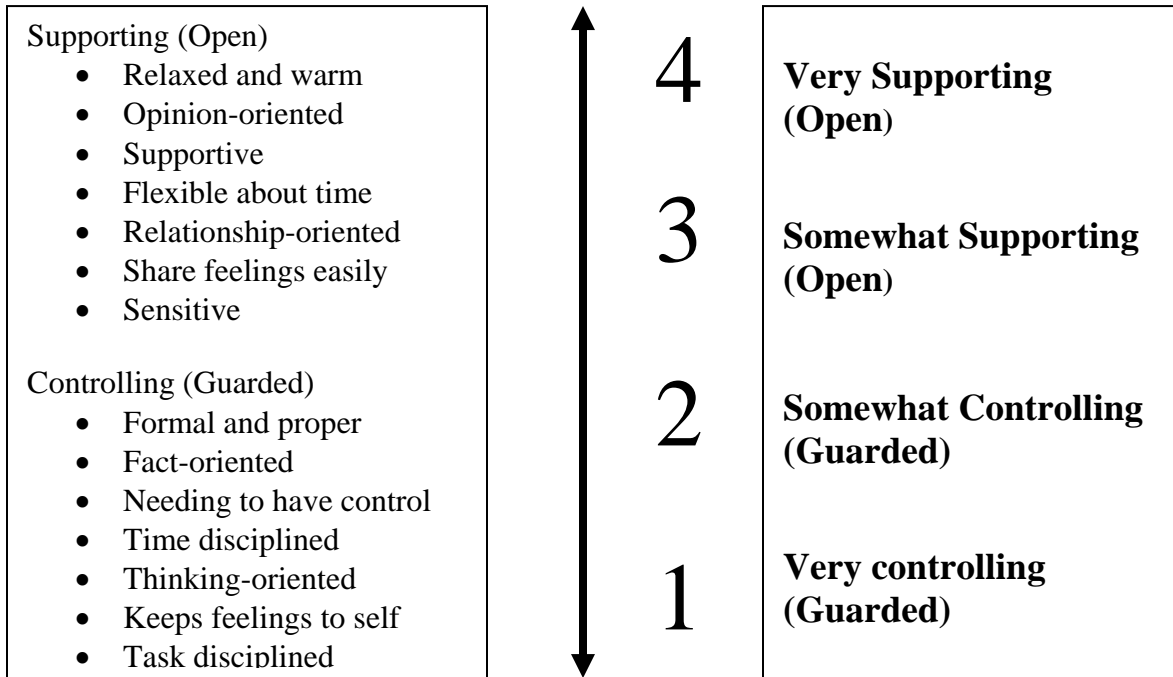
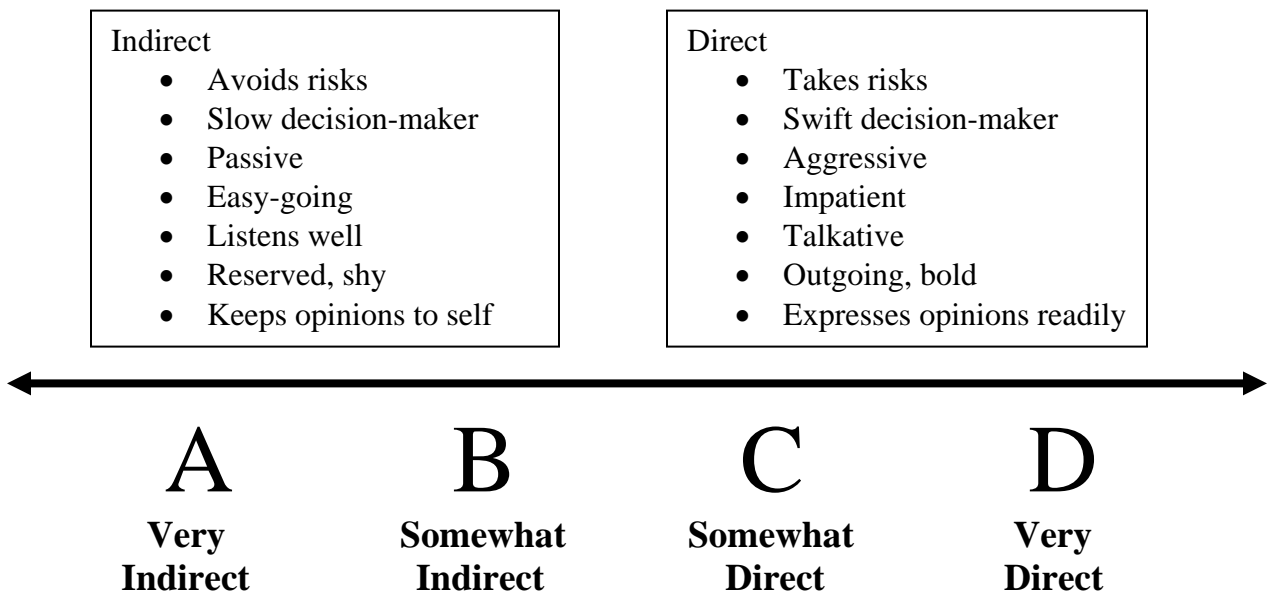


The Golden Rule says: *do unto others as **you** want to be treated* but the Platinum Rule says: *do unto others as **they** want to be treated*. Only 25% of the population is “like you” in their mannerisms and style. **Understanding the other 75% is the key to communicating.**

Self-Analysis: Supporting vs. Controlling (where do you fit on the vertical scale)?



Self-Analysis: Direct vs. Indirect (where do you fit on the horizontal scale)?



From the Office of David C. Jones III, CRS, GRI

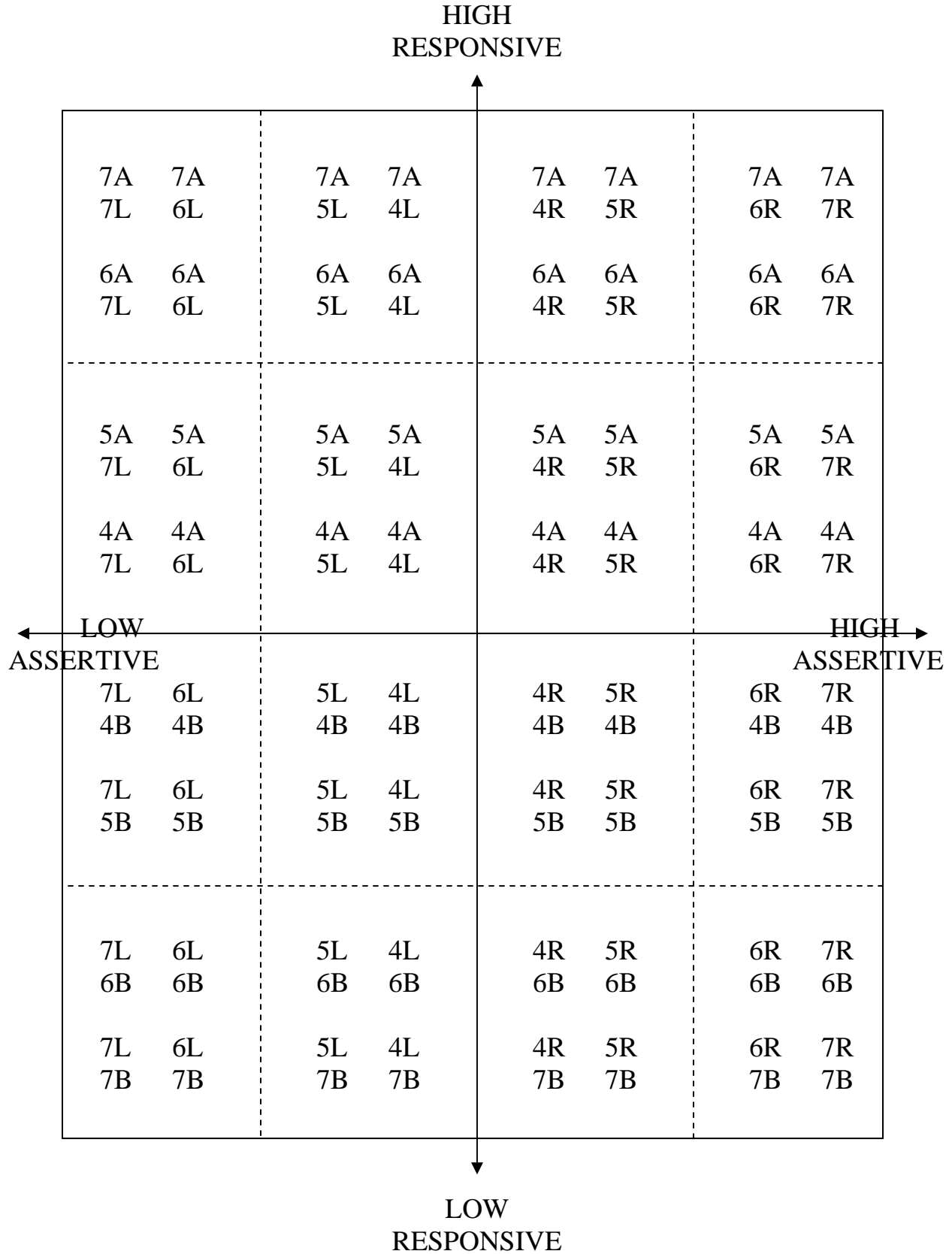
Instructions: Each question below is divided into two statements. Choose the statement in either column that best describes your own true feelings and actions. There are no wrong answers. After each statement you will find the letter R, A, L or B. To the right of each question are two boxes with the letters. To record your answer, check the appropriate box. For example: Statement 1: If you feel you are more loud, fast, emphatic in your speech, you would make a check in the box labeled R. Note: If the boxes aren't visible, place an "X" over the letter.

- | | | | | |
|---|----|--|----------------------------|----------------------------|
| 1. I am loud, fast and emphatic in my speech (L) | OR | I am low, slow and unassuming in my speech (R) | <input type="checkbox"/> L | <input type="checkbox"/> R |
| 2. I share my personal feelings and stories in conversation (A) | OR | I limit my personal feelings and stories in conversation (B) | <input type="checkbox"/> A | <input type="checkbox"/> B |
| 3. I am supportive and cooperative with my expressions and body posture (L) | OR | I am challenging and competitive with my expressions and body posture | <input type="checkbox"/> L | <input type="checkbox"/> R |
| 4. I am disciplined with my time (A) | OR | I am undisciplined with my time (B) | <input type="checkbox"/> A | <input type="checkbox"/> B |
| 5. I am a slow paced person (L) | OR | I am a fast paced person (R) | <input type="checkbox"/> L | <input type="checkbox"/> R |
| 6. I am considerable and/or open with my body and hand movements (A) | OR | I am limited and/or controlled with my hand and body movements (B) | <input type="checkbox"/> A | <input type="checkbox"/> B |
| 7. I tend to lean forward to stress a point (L) | OR | I tend to lean back in conversation (R) | <input type="checkbox"/> L | <input type="checkbox"/> R |
| 8. My facial expressions are somewhat expressionless (B) | OR | My facial expressions are more animated (A) | <input type="checkbox"/> A | <input type="checkbox"/> B |
| 9. I tend to dominate conversations (R) | OR | I am an infrequent contributor to conversations (L) | <input type="checkbox"/> L | <input type="checkbox"/> R |
| 10. I am more interested in opinions than facts (A) | OR | I am more interested in facts than opinions (B) | <input type="checkbox"/> A | <input type="checkbox"/> B |
| 11. To take a stand, I make a limited effort (L) | OR | To take a stand, I make a strong effort (R) | <input type="checkbox"/> L | <input type="checkbox"/> R |
| 12. I am serious, critical and/or defensive with my expressions and body posture (B) | OR | I am open, enthusiastic and/or friendly, with my expressions and posture (A) | <input type="checkbox"/> A | <input type="checkbox"/> B |
| 13. I state strong opinions, tend to use power, and/or take social initiative (R) | OR | I am reserved in my opinion, avoid using power and/or allow others to take social initiative (L) | <input type="checkbox"/> L | <input type="checkbox"/> R |
| 14. My actions are open and eager, feeling oriented, and/or an emotional decision maker (A) | OR | My actions are cautious and careful, thinking oriented, and/or a rational decision maker (B) | <input type="checkbox"/> A | <input type="checkbox"/> B |

Totals:

A B L R

Please transfer your scores on this questionnaire to the next page and plot your behavior style. Communication is the key to our working relationship and this will help me to better serve you.



Determining Behavior Styles

