THE SURVEY

Cent research concerning the specific ways that people naturally sense, conceptualize and respond to situations have lead to the discovery of four basic behavioral styles.

INSTRUCTIONS FOR RESPONDING

In the space provided below, identify those behaviors which are MOST-TO-LEAST characteristic of you in an identified situation. Working left to right, assign "4" points to the MOST characteristic behavior, "3" to the next most characteristic, then "2" and finally "1" to your LEAST characteristic behavior.

	EXAM	PLE		
3 DIRECTING	4 INFLUENCING	2 STEADY	1 CAUTIO	US
	•			
D	I	5	C	
Directing	Influencing	Steady	Cautious	
Self-Certain	Optimistic	Deliberate	Restrained	
Adventurous	Enthusiastic	Predictable	Logical	_
Decisive	Open	Patient	Analytical	
Daring	Impulsive	Stabilizing	Precise	
Rast ess	Emotional	Protective	Doubting	
Competitive	Persuading	Accommodating	Curious	
Assertive	Talkative	Modest	Tactful	_(
Experimenting	Charming	Easy-Going	Consistent	
Forceful	Sensitive	Sincere	Perfectionistic	_
	TOTAL	TOTAL	TOTAL	

INSTRUCTIONS FOR COUNTING AND GRAPHING

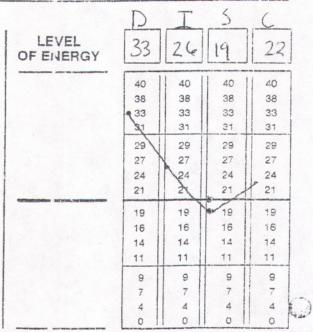
 Total the numbers in each of the four columns. Place the total number for each column in the blank at the bottom of the column.

Check the accuracy by adding all the columns together. When all four columns are added together they will equal 100.

Using a hard object such as a coin, rub the squares at the top of each of the four columns, and the squares at the top of the graph, and the 2 squares to the left of the graph.

Plot the numbers from the totals columns above, on the graph to the right. For axample; if the total number in the "D" column was 15, you would place the plotting point (DOT) half-way between the 14 and the 16 on the graph for that dimension.

After completing your graph, circle the highest visual point. This represents your strongest behavioral characteristic. The higher you score on the graph, the more intensity you bring to this behavioral characteristic. Look at the letter revealed at the top of the graph which corresponds to the highest visual point. Using this letter look up your behavioral style (D = dominance style, I = influencing style, S = steadiness style and C = cautious style) on the next page.



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