

# THE SURVEY

Recent 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.

### EXAMPLE

3 DIRECTING

4 INFLUENCING

2 STEADY

1 CAUTIOUS

D

I

S

C

_____ Directing	_____ Influencing	_____ Steady	_____ Cautious
_____ Self-Certain	_____ Optimistic	_____ Deliberate	_____ Restrained
_____ Adventurous	_____ Enthusiastic	_____ Predictable	_____ Logical
_____ Decisive	_____ Open	_____ Patient	_____ Analytical
_____ Daring	_____ Impulsive	_____ Stabilizing	_____ Precise
_____ Restless	_____ Emotional	_____ Protective	_____ Doubting
_____ Competitive	_____ Persuading	_____ Accommodating	_____ Curious
_____ Assertive	_____ Talkative	_____ Modest	_____ Tactful
_____ Experimenting	_____ Charming	_____ Easy-Going	_____ Consistent
_____ Forceful	_____ Sensitive	_____ Sincere	_____ Perfectionistic
_____ TOTAL	_____ TOTAL	_____ TOTAL	_____ TOTAL

## INSTRUCTIONS FOR COUNTING AND GRAPHING

1. 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 example; 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.

LEVEL OF ENERGY

