

Role Play: **Non-Consultative**

Your Bad Behaviour:

You have a position: you don't want a party to happen because you might run into an ex-(boy/girl)friend and you **defend** this position at all costs!

-- Keep your reasons hidden! --

Role Play: **Non-Consultative**

Your Bad Behaviour:

You constantly **interrupt** the flow of discussion because you want to keep attention on yourself and all the good ideas you have to contribute. You want recognition!

Role Play: **Non-Consultative**

Your Bad Behaviour:

Involve other people in one-on-one **side conversations** about the camping stuff you did last weekend. You aren't interested in planning a party – you're just not into parties.

Role Play: **Non-Consultative**

Your Bad Behaviour:

Make **snide and sarcastic remarks** about the things your team members are saying or doing. You consider them all way too stuck up and it's your job to take them down a notch.

Role Play: **Non-Consultative**

Your Bad Behaviour:

You are interested in **changing the topic** and you do that by holding up your hand and waving vigorously then suggesting that the party isn't that important right now compared to the project.

Role Play: **Non-Consultative**

Your Bad Behaviour:

You know everything and you are always **quick to point out when someone is wrong.** It's better to be right even if it's really painful.

Role Play: **Non-Consultative**

Your Bad Behaviour:

You live in constant fear of rejection. You **never offer your true opinion** and you always try to go with the flow. You also try to make peace by offering compromises.

Role Play: Consultative

Your Good Behaviour:

You have developed great patience. You **never interrupt** anyone while they are speaking and you always respond calmly when you do get a chance to contribute.

Role Play: Consultative

Your Good Behaviour:

You carefully present ideas to the group.
If the ideas you present are rejected, you do not repeat them. Instead you trust that if it is a good idea, it will come up again independently.

Role Play: Consultative

Your Good Behaviour:

You ask **clarifying questions**. You know that it is easy to make incorrect assumptions so you are careful to understand what other people are offering.

Role Play: Consultative

Your Good Behaviour:

You have a very enthusiastic nature and you are always thinking of ways to **build on others' ideas**. You often respond to others' ideas by saying “yes, and...” and then building on the idea.

Role Play: Consultative

Your Good Behaviour:

Fundamental principles such as Truthfulness cannot be compromised. You are willing to firmly **say “no” if you think an idea violates such a fundamental principle.**

Role Play: Consultative

Your Good Behaviour:

Every idea has a kernel of truth in it. You constantly **seek to find these truths** in the ideas of others and bring them out. You acknowledge the good without letting the bad prejudice you to the idea.

Role Play: Consultative

Your Good Behaviour:

You **encourage others** by constantly asking them for their contributions. Even for your own ideas, you offer them in a way that is designed to encourage the others on your team.