

## Questionnaire (Selke) - Part 1

For each area on the left, ask yourself: “which am I more like?”  
 “what do I do more often?”  
 “which choice is more comfortable to me?”

1. General behaviour	<input type="checkbox"/> Less assertive; more Introverted	<input type="checkbox"/> More assertive; more Extroverted
2. Under stress	<input type="checkbox"/> Avoid the issue; defer action	<input type="checkbox"/> Challenge the issue; act now
3. Speech: general	<input type="checkbox"/> Not as talkative; softer, slower	<input type="checkbox"/> Talkative; louder, faster
4. Speech: style	<input type="checkbox"/> More questions; tentative	<input type="checkbox"/> More statements; emphatic
5. Questions	<input type="checkbox"/> Tend to be for clarification, support, information	<input type="checkbox"/> More rhetorical to emphasise points or challenge information
6. Body Movements	<input type="checkbox"/> Slow and deliberate	<input type="checkbox"/> Fast, with rapid changes
7. Eye contact	<input type="checkbox"/> Indirect, less intense	<input type="checkbox"/> Direct, more intense
8. Opinions	<input type="checkbox"/> More tentative, less forceful; may keep opinions to self	<input type="checkbox"/> More emphatic and forceful; may not keep opinions to self
9. Meeting others	<input type="checkbox"/> Let others take initiative; avoid imposing on others	<input type="checkbox"/> Tend to personally take initiative; make presence known
10. Decisions	<input type="checkbox"/> Less quickly; cautious and slow	<input type="checkbox"/> More quickly; will press others for decisions
11. Risk	<input type="checkbox"/> Do not like to take chances; like the old and familiar	<input type="checkbox"/> Like to take chances, like to try new and different things
12. First Impression	<input type="checkbox"/> Likeable, shy	<input type="checkbox"/> Overwhelming, outspoken
13. Group Response	<input type="checkbox"/> “Go along” attitude, supportive	<input type="checkbox"/> “Take charge” attitude, directive
14. Power	<input type="checkbox"/> Tend to avoid use of power if at all possible	<input type="checkbox"/> Tend to use both personal and positional power
15. When others talk	<input type="checkbox"/> Listen carefully	<input type="checkbox"/> May have difficulty listening
16. Response under pressure	<input type="checkbox"/> More easy going; will withdraw or give in	<input type="checkbox"/> More impatient; will become dogmatic or attack
TOTAL	ASK:	TELL:

## Questionnaire (Selke) - Part 2

For each area on the left, ask yourself: “which am I more like?”  
 “what do I do more often?”  
 “which choice is more comfortable to me?”

1. General attitude	<input type="checkbox"/> More toward the serious side	<input type="checkbox"/> More toward the playful side
2. General behaviour	<input type="checkbox"/> More motivated by tasks and task completion	<input type="checkbox"/> More motivated by relationships
3. General knowledge	<input type="checkbox"/> Lots of facts and data; tend toward specific statements	<input type="checkbox"/> Lots of opinions/stories; tend toward general statements
4. Emotions	<input type="checkbox"/> Tend to hide them; to be controlled and guarded	<input type="checkbox"/> Tend to share them; to be more open, less guarded
5. Topics of speech	<input type="checkbox"/> Current issues, tasks at hand	<input type="checkbox"/> People, stories and anecdotes
6. Body posture	<input type="checkbox"/> More rigid	<input type="checkbox"/> More relaxed
7. Facial expressions	<input type="checkbox"/> More controlled	<input type="checkbox"/> More animated
8. Tone of speech	<input type="checkbox"/> Some inflection	<input type="checkbox"/> Much inflection
9. First meeting	<input type="checkbox"/> Tend to be more reserved	<input type="checkbox"/> Tend to be more outgoing
10. Decision basis	<input type="checkbox"/> Facts more than feelings	<input type="checkbox"/> Feelings more than facts
11. Use of time	<input type="checkbox"/> More disciplined; less flexible	<input type="checkbox"/> More flexible; less disciplined
12. Supervision	<input type="checkbox"/> Appreciate being given goals and objectives	<input type="checkbox"/> Appreciate concern about me as a person
13. Attitude to rules	<input type="checkbox"/> Favour the “letter of the law”; more strict	<input type="checkbox"/> favour the “spirit of the law”; more flexible
14. Praise or Positive Feedback	<input type="checkbox"/> Give feedback more slowly and less frequently	<input type="checkbox"/> Give feedback more quickly and frequently
15. Sharing opinions	<input type="checkbox"/> More restrained, guarded; cautious and precise	<input type="checkbox"/> More impulsive; forceful and general
16. Relationship to others in groups	<input type="checkbox"/> Tend to be a little hard to get to know and to keep distance	<input type="checkbox"/> Tend to be easy to get to know, then to seek others' attention
TOTAL	TASK:	RELN:

## Questionnaire (Selke) - Scoresheet

### Scoring

Assertiveness:      *From Part 1, tally the TELL (right column) responses; A =*

Responsiveness:    *From Part 2, tally the RELN (right column) responses; R =*

### Plotting your behavioural style:

- begin at the zero in the lower left-hand corner
- move **up** to the number you have for Assertiveness (A)
- move **right** to the number you have for Responsiveness (R).

