



# Assessing your Behavioural Style

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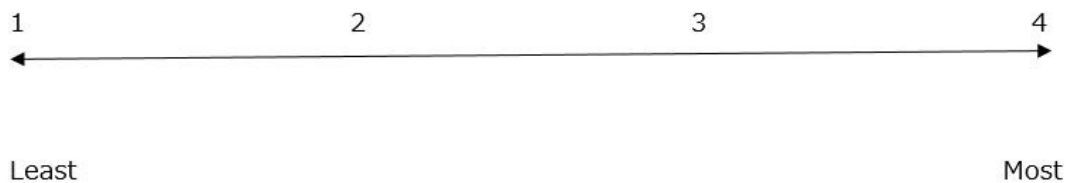
## Assessing your Behavioural Style

The following questionnaire will enable you to reflect on how you think you behave and will give an indication of your behavioural style.

There are no right and wrong responses!

Place the most appropriate number next to each descriptive phrase. Allocate a 4 to the word or phrase that is most like you or that you relate to most. Allocate a 3 to the next most like you, then a 2 and then a 1 to the least like you.

Make sure each group has a 4, 3, 2 and 1 (no duplicates)



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|   |                      |             |   |                      |                    |
|---|----------------------|-------------|---|----------------------|--------------------|
| A | <input type="text"/> | Considerate | A | <input type="text"/> | Friendly to others |
| B | <input type="text"/> | Decisive    | B | <input type="text"/> | Results driven     |
| C | <input type="text"/> | Logical     | C | <input type="text"/> | Thorough           |
| D | <input type="text"/> | Outgoing    | D | <input type="text"/> | Spontaneous        |

|   |                      |                       |   |                      |             |
|---|----------------------|-----------------------|---|----------------------|-------------|
| A | <input type="text"/> | Thoughtful of others  | A | <input type="text"/> | Giving      |
| B | <input type="text"/> | Daring                | B | <input type="text"/> | Independent |
| C | <input type="text"/> | Wants all information | C | <input type="text"/> | Organised   |
| D | <input type="text"/> | Persuasive            | D | <input type="text"/> | Articulate  |

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|   |                      |                    |   |                      |                |
|---|----------------------|--------------------|---|----------------------|----------------|
| A | <input type="text"/> | Reliable           | A | <input type="text"/> | Friendly       |
| B | <input type="text"/> | Risk taker         | B | <input type="text"/> | Persistent     |
| C | <input type="text"/> | Wants things exact | C | <input type="text"/> | Likes routines |
| D | <input type="text"/> | Encouraging        | D | <input type="text"/> | Influential    |

|   |                      |                |   |                      |                      |
|---|----------------------|----------------|---|----------------------|----------------------|
| A | <input type="text"/> | Calmly listens | A | <input type="text"/> | Empathetic           |
| B | <input type="text"/> | Wants to win   | B | <input type="text"/> | Competitive          |
| C | <input type="text"/> | Deliberate     | C | <input type="text"/> | Perfectionist        |
| D | <input type="text"/> | Optimistic     | D | <input type="text"/> | Gets others involved |

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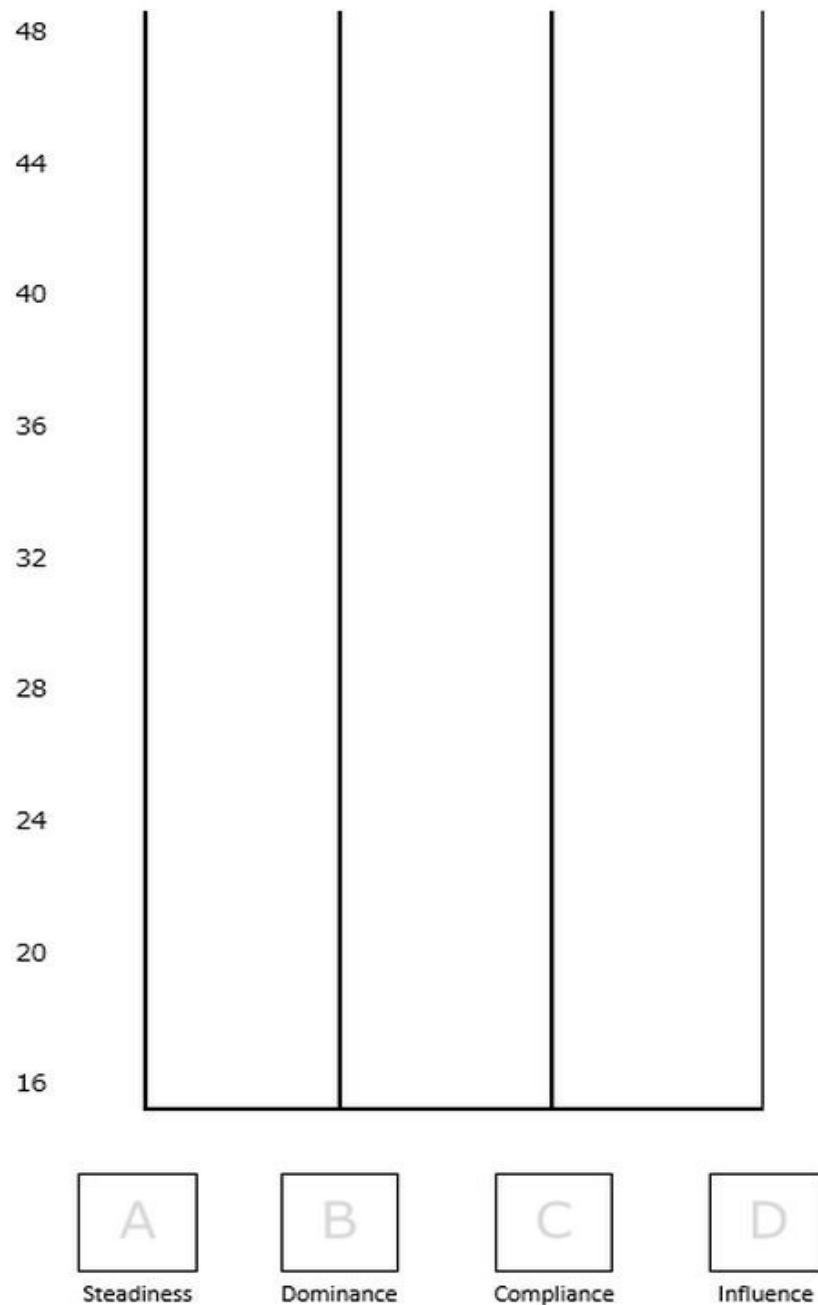
|   |             |            |   |             |                   |
|---|-------------|------------|---|-------------|-------------------|
| A | <div></div> | Patient    | A | <div></div> | Steady and stable |
| B | <div></div> | Courageous | B | <div></div> | Bold              |
| C | <div></div> | Systematic | C | <div></div> | Cautious          |
| D | <div></div> | Creative   | D | <div></div> | Enthusiastic      |

Add up totals for each and record in the shaded boxes below.

|        |             |   |             |   |             |   |             |   |
|--------|-------------|---|-------------|---|-------------|---|-------------|---|
| Totals | <div></div> | A | <div></div> | B | <div></div> | C | <div></div> | D |
|--------|-------------|---|-------------|---|-------------|---|-------------|---|

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Plot your scores on the graph below.



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