# **LEADING FOR PERFORMANCE**WORKING STYLES: DIMENSIONS OF SOCIAL STYLE SOCIAL STYLES RECOGNITION HELPER

## $oxed{oxed}$ Social Styles Recognition Helper

<u> </u>	olul Otyl	og Hoodgi		iivipvi			
Name _							
	mine your S	ocial Style, circ you perceive y		ımber or	letter in each o	of the scales I	warm 4 . excitable 4 e-oriented 4 es friendly 4 s personal feelings 4outgoing 4 tts or uses opinions 4
I Would	Best Descri	BE MYSELF AS:					
goes ald	ng	takes	charge	private			warm
D	С	В	А	1	2	3	
quiet	uiettalkative			calm excitable			xcitable
D	С	В	Α	1	2	3	4
supporti	ve	chal	lenging	task-orientedpeople-oriente			oriented
D	С	В	Α	1	2	3	4
compliantdominant			eyes serious eyes friendly				
D	С	В	Α	1	2	3	4
					ıly	•	
asks qu	estions	makes stat	ements	business			feelings
D	С	В	Α	1	2	3	4
coopera	tive	com	petitive	reserve	d	0	utgoing
D	С	В	Α	1	2	3	4
			_	wants or uses			
introverted extroverted		overted	facts		0	pinions	
D	С	В	Α	1	2	3	4
olous obsidiod				does not express expresses emotion emotion			
slow, studiedfast-paced  D C B A		1	2	3			
				_			_
D	С	В	A	1	2	3	4
Totals							
rotal the		times that each					
	D	_ C _ 2	_	B	A		
The lette		 er with the high				an annrovim	ation of
יווט וכנונ	zi ana nand	or with the high	ioot totali		しいしいしいしょうせいし	αιι αρριθλίιι	auon oi

The letter and number with the highest totals combine to represent an *approximation* of Social Style by verbal and nonverbal behavior. Use the Social Style Matrix on the other side of this handout to show where your highest letter and number intersect. This will show your approximate style.

## oxdot Social Styles Recognition Helper

### **SOCIAL STYLE MATRIX**

#### **Instructions**

Determine your approximate Social Style by using the matrix below.

	D C	B A
1 2	Analytical	Driver
<b>3</b>	Amiable	Expressive

Analytical	Driving	Analytical	Driving
Analytical	Analytical	Driver	Driver
Anal	ytical	Dri	ver
Amiable	Expressive	Amiable	Expressiv
Analytical	Analytical	Driver	Driver
Analytical	Driving	Analytical	Driving
Amiable	Amiable	Expressive	Expressiv
Ami	able	Expre	ssive
Amiable	Expressive	Amiable	Expressiv
Amiable	Amiable	Expressive	Expressiv