☑ Social Styles Recognition Helper

Name _____

INSTRUCTIONS

To determine your Social Style, circle the number or letter in each of the scales below that best represents how you perceive yourself.

I WOULD BEST DESCRIBE MYSELF AS:

goes along..........................takes charge	private ....warm
D C B A	1 2 3 4
quiet ....talkative	calm .... excitable
D C B A	1 2 3 4
supportive..............................challenging	task-oriented ....people-oriented
D C B A	1 2 3 4
compliant...................................dominant	eyes serious .... eyes friendly
D C B A	1 2 3 4
asks questions ....makes statements	talks only ....shares personal business ....feelings
D C B A	1 2 3 4
cooperative............................competitive	reserved ....outgoing
D C B A	1 2 3 4
introverted ....extroverted	wants or uses .... wants or uses facts opinions
D C B A	1 2 3 4
slow, studied............................fast-paced	does not express .... expresses emotion emotion
D C B A	1 2 3 4
constrained....................................open	objective ....personal
D C B A	1 2 3 4

TOTALS

Total the number of times that each letter and number is circled.

D_____   C_____   B_____   A_____
1_____   2_____   3_____   4_____

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.

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SOCIAL STYLE MATRIX

INSTRUCTIONS

Determine your *approximate* Social Style by using the matrix below.

	D	C	B	A
1 2	Analytical		Driver	
3 4	Amiable		Expressive	