

Individual Style Survey

Personal Descriptors:

Spontaneous: He/she is instinctive and acts on impulses.

Analytical: He/she is careful, critical and strives for accuracy.

Outgoing: He/she is energetic, expressive and enjoys talking to people.

Reserved: He/she is sensitive, quiet and generally keeps thoughts and feelings to his/herself.

Assertive: He/she is open and forthright in expressing ideas and feelings.

Patient: He/she is tolerant, calm and willing to let situations run their natural course.

Forceful: He/she has clear ideas and takes action to get things done.

Empathic: He/she is sympathetic, understanding and responds easily to the feelings of others.

Scoring the Individual Style Survey

Example:

Suppose that the Self Appraisal is 4 in terms of Spontaneous and the three others have rated Spontaneous as 4, 3 and 2. The table below would be completed as follows:

| Descriptors | Self | 1st Person | 2nd Person | 3rd Person | Total |
|--------------------|------|------------|------------|------------|-------|
| Spontaneous | 4 | 4 | 3 | 2 | 13 |

The Total Score is the sum of the four sets of ratings.

Calculating Descriptor Scores

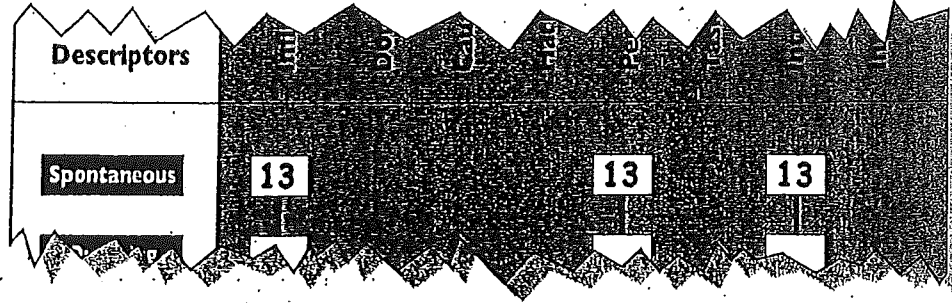
| Descriptors | Self | 1st Person | 2nd Person | 3rd Person | Total |
|--------------------|------|------------|------------|------------|-------|
| Spontaneous | 4 | 3 | 4 | 3 | 14 |
| Outgoing | 2 | | | | |
| Assertive | 1 | | | | |
| Forceful | 3 | | | | |
| Analytical | 3 | | | | |
| Reserved | 4 | | | | |
| Patient | 4 | | | | |
| Empathic | 3 | | | | |

MIDDLE

Scoring the Individual Style Survey

Example:

If you have a score of 13 for Spontaneous, place the number 13 in each box on the Spontaneous row. Do the same for each of the other descriptors.

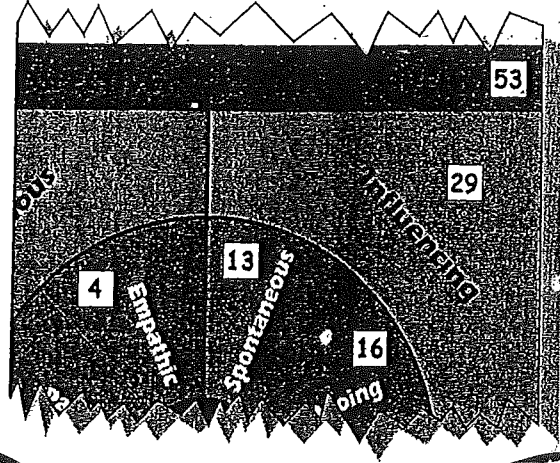


| Descriptors | Intending | Dominant | Calculus | Relationships | People | Plans | Inflexible | Introjective |
|--------------|-----------|-----------|-----------|---------------|--------|-------|------------|--------------|
| Spontaneous | 14 | | | | 14 | | 14 | |
| Outgoing | 12 | | | | 12 | | 12 | |
| Assertive | | 8 | | | | 8 | 8 | |
| Forceful | | 10 | | | | | | |
| Analytical | | | | | | | | |
| Reserved | | | | | | | | |
| Patient | | | | | | | | |
| Empathic | | | | | | | | |
| TOTAL | 26 | 18 | 14 | 12 | | | | |

Integrating Your Style

Instructions:

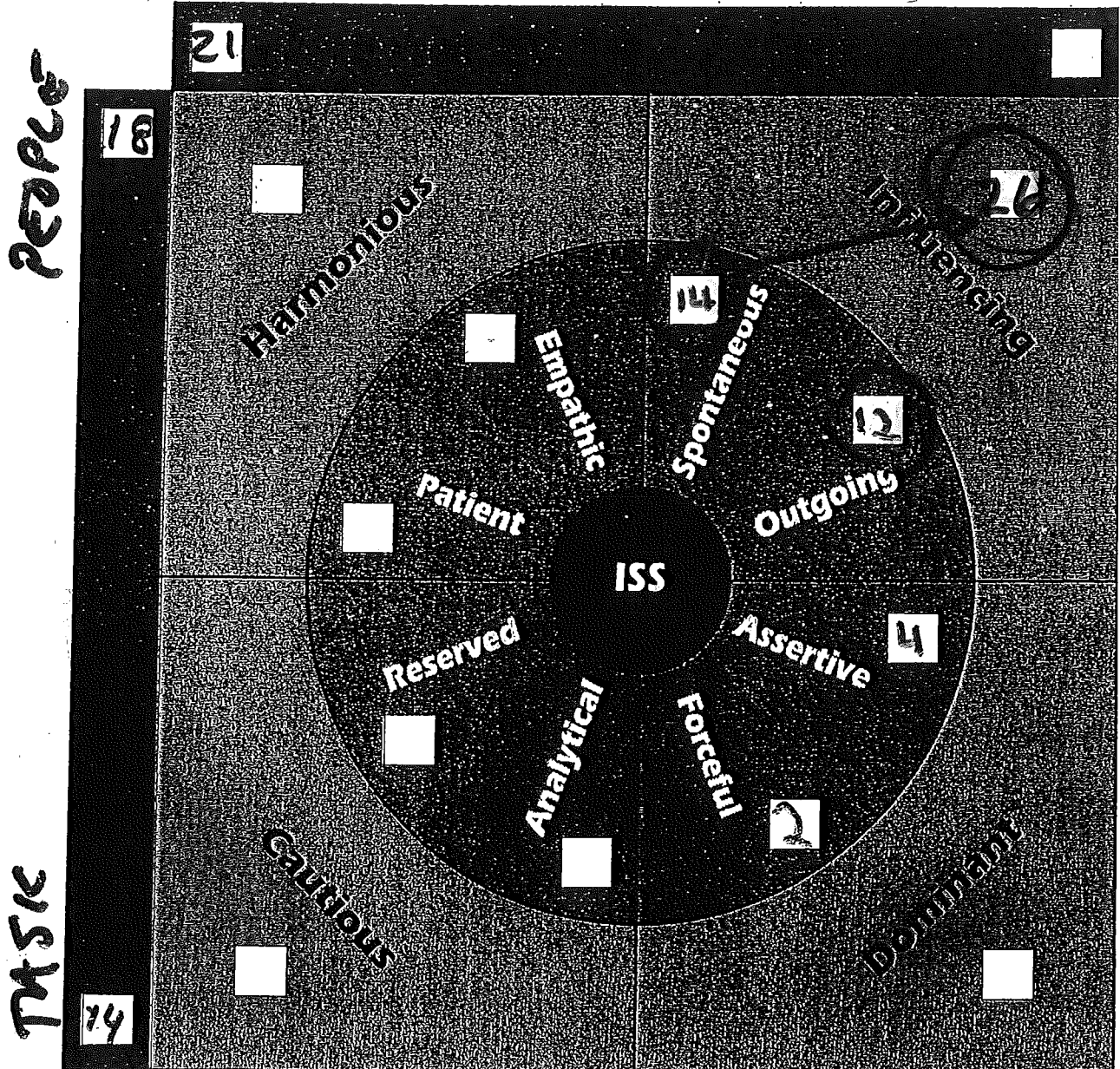
Transfer the scores for each style and descriptor into the appropriate box in the Circle of Combined Scores.



INTROSPECTIVE

INTERACTIVE

Circle of Combined Scores



74