

THE SURVEY

Recent research concerning the specific ways that people naturally sense, conceptualize and respond to situations has led to the discover of four basic behavioral styles.

Instructions

In the spaces provided below, identify those behaviors, which are Most to Least characteristic of you in an identified situation. Working each row from left to right, assign "4" points to the MOST characteristic behavior, "3" to the next most characteristic, then "2", then finally "1" to your LEAST characteristic behavior.

Example (for row 1)

3 - Directing

4 - Influencing

2 - Steady

1 - Cautious

___ Directing	___ Influencing	___ Steady	___ Cautious
___ Self-Certain	___ Optimistic	___ Deliberate	___ Restrained
___ Adventurous	___ Enthusiastic	___ Predictable	___ Logical
___ Decisive	___ Open	___ Patient	___ Analytical
___ Daring	___ Impulsive	___ Stabilizing	___ Precise
___ Restless	___ Emotional	___ Protective	___ Doubting
___ Competitive	___ Persuading	___ Accommodating	___ Curious
___ Assertive	___ Talkative	___ Modest	___ Tactful
___ Experimenting	___ Charming	___ Easy-Going	___ Consistent
___ Forceful	___ Sensitive	___ Sincere	___ Perfectionist
___ TOTAL	___ TOTAL	___ TOTAL	___ TOTAL

INSTRUCTIONS FOR COUNTING & GRAPHING

1. Total the numbers in each of the 4 columns. Place total number for each column in the blank at the bottom of the column.
2. Check accuracy by adding all columns together. When all four columns are added together, they will equal 100.
3. Plot the numbers from the totals column above, on the graph to the right. For example: if the total number in the "D" column is 15, you would place the plotting point (DOT) half-way between the 14 and the 16 on the graph for that dimension.

After completing your graph, circle the highest visual point. This represents your strongest behavioral characteristic. The higher you score on the graph, the more intensity you bring to this behavioral characteristic.

Level of Energy	D	I	S	C
	40	40	40	40
	38	38	38	38
	36	36	36	36
	34	34	34	34
	32	32	32	32
	30	30	30	30
	28	28	28	28
	26	26	26	26
	24	24	24	24
	22	22	22	22
	20	20	20	20
	18	18	18	18
	16	16	16	16
	14	14	14	14
	12	12	12	12
	10	10	10	10