

Which Style are You?

Discovering Your Communication Style

Read each statement and circle the response that best answers the prompt for YOU.

1. Which statement do you most agree with?
 - a. "Everyone should be like me."
 - b. "Don't make waves."
 - C "I have rights and so do others."

2. When you Communicate are you...
 - a. Close minded
 - b. Indirect
 - c. Effective, active listener

3. When you communicate do you...
 - a. Interrupts and Monopolize the conversation
 - b. Always agree and not speak up
 - c. Expresses self directly, honestly, and as soon as possible about feelings and wants

4. Is a common characteristic of you...
 - a. Domineering, bullying
 - b. Apologetic, self-conscious
 - c. Open, flexible, versatile

5. Are you...
 - a. Condescending, sarcastic
 - b. Allowing others to make decisions for yourself
 - c. Confident and Trusting of self and others.

6. Do you exhibit this behavior?
 - a. Puts others down
 - b. Tries to sit on both sides of the fence to avoid conflict
 - c. Action-oriented

7. Do others think you...
 - a. Are bossy and have a know-it-all attitude
 - b. Complain instead of taking action and lets others make choices
 - c. Take appropriate action toward getting what you want without denying rights of others

8. Do you frequently in conflict use any of these nonverbal cues?

- a. Points, shakes finger, glares
- b. Nods head often; comes across as pleading, downcast eyes
- c. Open, natural gestures and direct eye contact

9. Is your voice...

- a. Critical, loud, yelling tone of voice and fast, clipped speech
- b. Low volume, meek, or Fast, when anxious; slow, hesitant, when doubtful
- c. Vocal volume appropriate, expressive and varied rate of speech

10. Do you say things like...

- a. "You must (should, ought better)." And "Don't ask why. Just do it."
- b. "You should do it." And "I'll try ... • and "I can't"
- c. "I choose to ... " and "What are my options?"

11 In a confrontation...

- a. Do you feel that you must win arguments, and do you threaten or attack?
- b. Are you one who avoids, ignores, leaves, postpones and agrees externally, while disagreeing internally?
- c. Are you one who negotiates, bargains, trades off, compromises and doesn't let negative feelings build up?

12. Do you often feel...

- a. Anger, hostility, frustration, impatience
- b. Powerlessness, and ignored for good works
- c. Enthusiasm, well being, even tempered

13. Over time in your relationships with others...

- a. Do you find them resentful of you and sometimes force them to do your way?
- b. Gives up being him or herself and slowly loses self esteem
- c. Increased self-esteem and self-confidence and others know where they stand.

Scoring: Count the number of times you chose each letter and record below.

# of "A" responses:	# of "B" responses:	# of "C" responses:
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Results...

- If you answered A most of the time, you are mostly Aggressive
- If you answered B most of the time, you are mostly Passive
- If you answered C most of the time, you are mostly Assertive.

Discuss, if time permits:

- When are some times that an Aggressive Style would be beneficial?
- When are some times that a Passive Style would be beneficial?
- When are some times that an Assertive Style would be beneficial?