

# 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?