

Social Styles Profile

Directions:

1. Focus on your personality in your work environment.
2. Place an “√” in front of one of the four words in each set that best describes you in the work environment.
3. Be honest with yourself. Answer how you are, not how you want to be.

1. ___ Competitive	1. ___ Tries new ideas	1. ___ Will power	1. ___ Daring
2. ___ Joyful	2. ___ Optimistic	2. ___ Open-minded	2. ___ Expressive
3. ___ Considerate	3. ___ Wants to please	3. ___ Cheerful	3. ___ Satisfied
4. ___ Harmonious	4. ___ Respectful	4. ___ Obliging	4. ___ Diplomatic
1. ___ Powerful	1. ___ Restless	1. ___ Unconquerable	1. ___ Self-reliant
2. ___ Good mixer	2. ___ Popular	2. ___ Playful	2. ___ Fun-loving
3. ___ Easy on others	3. ___ Neighborly	3. ___ Obedient	3. ___ Patient
4. ___ Organized	4. ___ Abides by rules	4. ___ Fussy	4. ___ Soft-Spoken
1. ___ Bold	1. ___ Outspoken	1. ___ Brave	1. ___ Nery
2. ___ Charming	2. ___ Companionable	2. ___ Inspiring	2. ___ Jovial
3. ___ Loyal	3. ___ Restrained	3. ___ Submissive	3. ___ Even-tempered
4. ___ Easily Led	4. ___ Accurate	4. ___ Timid	4. ___ Precise
1. ___ Stubborn	1. ___ Decisive	1. ___ Positive	1. ___ Takes risks
2. ___ Attractive	2. ___ Talkative	2. ___ Trusting	2. ___ Warm
3. ___ Sweet	3. ___ Controlled	3. ___ Contented	3. ___ Willing to help
4. ___ Avoid	4. ___ Conventional	4. ___ Peaceful	4. ___ Not extreme
1. ___ Argumentative	1. ___ Original	1. ___ Determined	1. ___ Persistent
2. ___ Light-hearted	2. ___ Persuasive	2. ___ Convincing	2. ___ Lively
3. ___ Nonchalant	3. ___ Gentle	3. ___ Good-natured	3. ___ Generous
4. ___ Adaptable	4. ___ Humble	4. ___ Cautious	4. ___ Well-disciplined
1. ___ Forceful	1. ___ Assertive	1. ___ Aggressive	1. ___ Eager
2. ___ Admirable	2. ___ Confident	2. ___ Life-of-Party	2. ___ High-spirited
3. ___ Kind	3. ___ Sympathetic	3. ___ Easily fooled	3. ___ Willing
4. ___ Non-resisting	4. ___ Tolerant	4. ___ Uncertain	4. ___ Agreeable

How Many #1's
Did You Get?

How Many #2's
Did You Get?

How Many #3's
Did You Get?

How Many #4's
Did You Get?

Personal Profile Scoring

Scoring your Personal Profile:

1. Using the totals from page 1, transfer the totals to the Tally Box below.
2. In Tally Box "1," draw a line through the number on the bar graph that corresponds with your total. This is the end line for you bar graph. Do the same for "2," "3," and "4."
3. Beginning at the left end, shade in the space on the bar until you reach your end line. Do the same for the second, third, and fourth graphs.
4. The longest bar is your predominant style. The second longest bar is your back up style.

For example, if your total in Row 1 is "13" your bar will look like this:



TALLY BOX

# of 1's	Total:	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18

# of 2's	Total:	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16

# of 3's	Total:	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16

# of 4's	Total:	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14

Grand Total _____ (equals 24)