

# ENHANCING YOUR DAILY INTERACTIONS

~ The Behavioral Style Evaluation ~

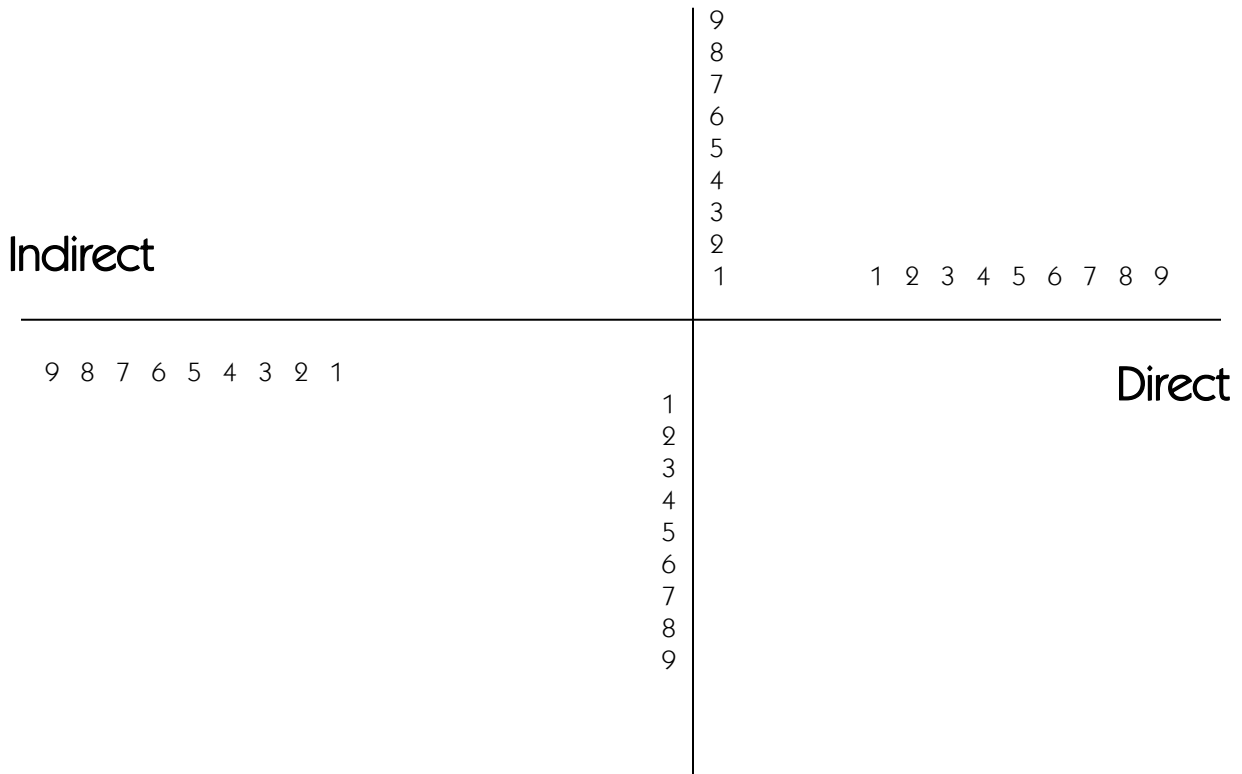
1.  Easy to get to know personally in business or unfamiliar social environments  
 More difficult to get to know personally in business or unfamiliar social environments
2.  Focuses conversation issues and tasks at hand; stays on subject  
 Conversation reflects personal life experiences; may stray from "business at hand"
3.  Infrequent contributor to group conversations.  
 Frequent contributor to group conversations
4.  Tends to adhere to the Letter of the Law  
 Tends to interpret the Spirit of the Law
5.  Makes most decisions based on goals, facts or evidence  
 Makes most decisions based on feelings, experiences, or relationships
6.  Infrequent use of gestures and voice intonation to emphasize points  
 Frequently uses gestures and voice intonation to emphasize points
7.  More likely to make emphatic statements like "This is so . . ." "I feel . . ."  
 More likely to make qualified statements like "According to my sources . . ."
8.  Greater natural tendency toward animated facial expressions or observable body responses during speaking and listening  
 More limited facial expressions or observable body responses during speaking and listening
9.  Tends to keep important personal feelings private, tends to share only when necessary  
 Tends to be more willing to show or share personal feelings more freely
10.  Shows less enthusiasm than the average person  
 Shows more enthusiasm than the average person
11.  More likely to introduce self to others at social gatherings  
 More likely to wait for others to introduce themselves at social gatherings
12.  Flexible about how own time is used by others  
 Disciplined about how own time is used by others
13.  Goes with own agenda  
 Goes with the flow
14.  More naturally assertive behavior  
 More naturally reserved behavior
15.  Tends to express own views more readily  
 Tends to reserve the expression of own opinions
16.  Tends to naturally decide more quickly or spontaneously  
 Tends to naturally decide more slowly or deliberately
17.  Prefers to work independently or dictate the relationship conditions  
 Prefers to work with others or be included in relationships
18.  Naturally approaches risk or change more slowly or cautiously  
 Naturally approaches risk or change more quickly or spontaneously

From the tape series  
"RELATIONSHIP STRATEGIES"  
by Tony Alessandra

# SCORING

O's	<input type="text"/>	<input type="text"/>	D's
S's	<input type="text"/>	<input type="text"/>	I's

Open



Self-Contained