

What's your Social Style? Complete this diagnostic and find out

Part 1

Circle the one word in each of the ten rows that **MOST** describes you in your work context. Total the number of items you've circled in each column down the page.

	Column A	Column B	Column C	Column D
1	Animated	Strong willed	Analytical	Adaptable
2	Playful	Competitive	Persistent	Peaceful
3	Convincing	Sure	Planner	Submissive
4	Spirited	Outspoken	Orderly	Reserved
5	Spontaneous	Confident	Detailed	Patient
6	Funny	Decisive	Deep	Shy
7	Inspiring	Tenacious	Thoughtful	Inoffensive
8	Mixes easily	Leader	Loyal	Listener
9	Talker	Productive	Designer	Pleasant
10	Popular	Bold	Perfectionist	Balanced

Total: _____

Total: _____

Total: _____

Total: _____

Part 2

Now circle the one word in each of the ten rows that **LEAST** describes you in your work context. Total the number of items you've circled in each column down the page.

	Column E	Column F	Column G	Column H
11	Animated	Strong willed	Analytical	Adaptable
12	Playful	Competitive	Persistent	Peaceful
13	Convincing	Sure	Planner	Submissive
14	Spirited	Outspoken	Orderly	Reserved
15	Spontaneous	Confident	Detailed	Patient
16	Funny	Decisive	Deep	Shy
17	Inspiring	Tenacious	Thoughtful	Inoffensive
18	Mixes easily	Leader	Loyal	Listener
19	Talker	Productive	Designer	Pleasant
20	Popular	Bold	Perfectionist	Balanced

Total: _____ Total: _____ Total: _____ Total: _____

On to the next and final page

To find your Social Style, subtract the Part 2 column score from the Part 1 column score. Maximum column score is +10 and minimum column score is -10

Your **Expressive** score is Column A minus Column E

Your **Driver** score is Column B minus Column F

Your **Analyser** score is Column C minus Column G

Your **Amiable** score is Column D minus Column H

The higher score, the stronger that Social Style appears in you. The highest score for any of the four Social Styles is +10 and the lowest score for any of the Social Styles is -10

	Column A (Expressive)	Column B (Driver)	Column C (Analyser)	Column d (Amiable)
	Total: _____	Total: _____	Total: _____	Total: _____