

## DIMENSION I:

From the columns below, please pick the dominant character trait, which most accurately describes you. Do this for each of the 15 rows.

### LIST A

- Tend to be less forceful in groups
- Move more slowly, deliberately
- Are less willing to state opinions
- Are more systems oriented
- Are more reserved
- Make a better listener
- Tend to lean backwards
- Respect the “space” of others
- Are more serene
- Are less forceful when speaking
- Use less frequent eye contact
- More thoughtful decision-maker
- Are less comfortable with risks
- Less comfortable with exerting will
- Are less confrontational

Total \_\_\_\_\_

### LIST B

- Tend to “take charge” in groups
- Walk quickly, often run
- Are quicker to voice opinions
- Are more results oriented
- Take the interpersonal initiative
- Tell, don’t ask
- Use assertive body language
- Will invade the “space” of others
- Are impatient
- Speak loudly and with conviction
- Use frequent and steady eye contact
- Make decisions more quickly
- Will take risks more readily
- Will pressure others for decisions
- Are more confrontational

Total \_\_\_\_\_

## DIMENSION II:

From the columns below, please pick the dominant character trait, which most accurately describes you. Do this for each of the 15 rows.

### LIST A

- Use fewer gestures when talking speaker
- Use fewer facial expressions
- Move around less
- Are more product centered
- Make decisions based on facts
- Are more task oriented
- Are less motivated by “gut” feelings
- Can appear somewhat rigid
- Are less likely to share feelings
- Prefer more traditional dress styles
- Will keep distance, won’t touch
- More time and structure conscious oriented
- Are often an impersonal manager
- Prefer little small talk
- Are a comparison shopper

Total \_\_\_\_\_

### LIST B

- Are animated, and gesturing
- Use more facial expressions
- Move about a great deal
- Are more people oriented
- Are an intuitive decision maker
- Are relationship oriented
- Will go with hunches, feelings
- Seem more relaxed, friendly
- Will share personal feelings
- Dress less formally at work
- Like to touch, stand close
- Less time and structure
- Are a more “personal” manager
- Enjoy small talk, anecdotes
- Are an impulse buyer

Total \_\_\_\_\_

# INTERPERSONAL RELATIONSHIPS:

