



Behavior Style Thinking Assessment

Person: _____

Date: _____

The purpose of this assessment is to determine your “dominant style” of behavior when you were not under stress. Choose the description most like you when you are **not under stress** and put a four. Then, take the description that is the next most like you and put a three. Then two and then one. Which is the description that is most like you?

Start in the top left corner and add your number to each of the descriptors. Total each column value at the bottom.

MAJOR CHARACTERISTIC	Likes to talk ()	Likes to do ()	Likes to think ()	Likes to control ()
PERSONAL STYLE	People-Oriented ()	Results-Oriented ()	Fact-Oriented ()	Process-Oriented ()
RESPONSE TO OTHERS	Friendly / Affable ()	Impatient / Restless ()	Calm / Introspective ()	Steady / Reserved ()
LISTENING	Unfocused ()	Eager for details ()	Willing ()	Highly focused ()
CONVERSATION	About People ()	About Completed Tasks ()	About Process ()	About Strategy ()
RELATIONSHIPS	Accepts Others ()	Directs Others ()	Empathizes with Others ()	Commands Others ()
DECISIVENESS	Quick / Unpredictable ()	Quick / Instinctive ()	Slow / Emotional ()	Quick / Objective ()
ATTENTION TO DETAILS	Doesn't Pay Attention to Them ()	Dislikes Irrelevant Ones ()	Gathers Them As Tools ()	Selectively Pays Attention to Them ()
RESPONSE TO PROJECTS	Has Difficulty Prioritizing ()	Needs Them Done Quickly ()	Needs Them Done Correctly ()	Needs to Govern the Entire Process ()
TOTAL:				
DOMINANT STYLE	TALKER	DOER	THINKER	CONTROLLER