

Behavioural Styles Questionnaire

Instructions for scoring:

- >> For each of the following styles there are two words.
- >> If you think the word on the left best reflects your preferred style at work then circle 1.
- >> If the right hand word best describes your preferred style at work then circle 10.
- >> If you think you are in-between select a number which reflects where you are. Try to avoid too many 5s and 6s.
- >> When you have finished the exercise add up the numbers you have circled and place the scores for Part A and Part B in the score section.

Part A		
Formal	1 2 3 4 5 6 7 8 9 10	Informal
Controlled	1 2 3 4 5 6 7 8 9 10	Responsive
Disciplined	1 2 3 4 5 6 7 8 9 10	Spontaneous
Head oriented	1 2 3 4 5 6 7 8 9 10	Gut (heart) oriented
Appears organised	1 2 3 4 5 6 7 8 9 10	Appears disorganised
Reserved	1 2 3 4 5 6 7 8 9 10	Impulsive
Withholds feeling	1 2 3 4 5 6 7 8 9 10	Expresses feelings
Task oriented	1 2 3 4 5 6 7 8 9 10	Relationship oriented
Cool	1 2 3 4 5 6 7 8 9 10	Warm
Distant	1 2 3 4 5 6 7 8 9 10	Close
	1 2 3 4 5 6 7 8 9 10	
Part A Score		

Part B		
Passive and gentle	1 2 3 4 5 6 7 8 9 10	Aggressive/pushy
Hesitant/quiet	1 2 3 4 5 6 7 8 9 10	Communicates easily
Low in self confidence	1 2 3 4 5 6 7 8 9 10	Appears confident
Relaxed/submissive	1 2 3 4 5 6 7 8 9 10	Authoritative/assertive
Goes along	1 2 3 4 5 6 7 8 9 10	Takes charge
Asks questions	1 2 3 4 5 6 7 8 9 10	Makes statements
Accepting	1 2 3 4 5 6 7 8 9 10	Challenging
Shy	1 2 3 4 5 6 7 8 9 10	Overbearing
Appears thoughtful	1 2 3 4 5 6 7 8 9 10	Appears active
Subtle	1 2 3 4 5 6 7 8 9 10	Direct
	1 2 3 4 5 6 7 8 9 10	
Part B Score		

Behavioural Styles Grid

