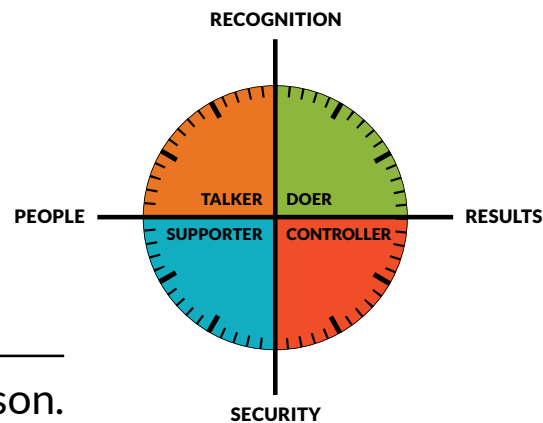


# Behavior Styles® Checklist



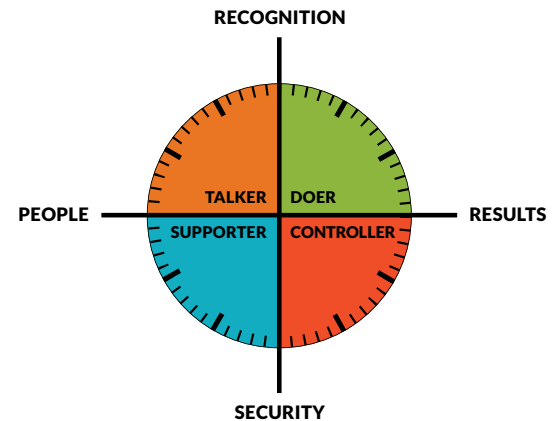
Name \_\_\_\_\_

Quickly select the description that best fits this person.

<b>Personality</b>	Outgoing		Dominating		Easygoing		No-Nonsense	
<b>Environment</b>	Cluttered/ Pictures		Trophies/ Awards		Keepsakes/ Relics		Order/Charts	
<b>Personal Style</b>	People- Oriented		Results- Oriented		Process- Oriented		Facts-Oriented	
<b>Responsiveness</b>	Friendly/ Affable		Impatient/ Restless		Steady/ Reserved		Cool/Distant	
<b>Listening</b>	Drifting		Impatient		Willing		Selective	
<b>Talking</b>	About People		About Achievement		About Functions		About Organization	
<b>Relations</b>	Empathizes with Others		Directs Others		Accepts Others		Assesses Others	
<b>Decisiveness</b>	Popular/ Emotional		Quick/ Impulsive		Slow/Studied		Objective/ Fact-Based	
<b>Time Usage</b>	Socializes at Expense of Time		Always Pushed for Time		Respects Time But Not Pushed		Values & Manages Time Well	
<b>Pace</b>	Enthusiastic		Fast		Steady		Controlled	
<b>Voice</b>	Emotional/ Animated		Emotional/ Direct		Unemotional/ Low-Keyed		Unemotional/ Reserved	
<b>Gestures</b>	Open		Impatient		Measured		Closed	
<b>Dress</b>	Stylish		Formal		Conforming		Conservative	
<b>Manner</b>	Friendly		Dominating		Accepting		Evaluating	
<b>Conversation</b>	People		Bottom Line		Systems		Facts	
<b>Count the check marks down the column and add the total next to each behavior style below.</b>								
<b>Total</b>	Talker		Doer		Supporter		Controller	

# Working with Each Behavior Style

The chart below will help you understand and recognize the characteristics of the four basic styles so you can interact with each other more effectively. Remember, behavior style is only a partial description of a personality and can change under different circumstances.



	Talker	Doer	Supporter	Controller
<b>Pace</b>	Fast/Spontaneous	Fast/Decisive	Slower/Relaxed	Slower/Systematic
<b>Priority</b>	People	Goal	Relationship	Task
<b>Seeks</b>	Participation Applause	Productivity Control	Acceptance	Accuracy Precision
<b>Strengths</b>	Persuading Motivating Entertaining	Administration Leadership Pioneering	Listening Teamwork Follow-Through	Planning Systematizing Orchestration
<b>Fears</b>	Loss of Recognition	Being Taken Advantage Of	Sudden Changes Instability	Personal Criticism of Their Work Efforts
<b>Irritations</b>	Routines Complexity	Inefficiency Indecision	Insensitivity Impatience	Disorganization Impropriety
<b>Favorite Word</b>	I	When	We	Why
<b>Under Stress May Become</b>	Sarcastic Superficial	Dictatorial Critical	Submissive Indecisive	Withdrawn Headstrong
<b>Gains Security Through</b>	Playfulness Other's Approval	Control Leadership	Friendship Cooperation	Preparation Thoroughness
<b>Measures Personal Worth By</b>	Acknowledgement Compliments	Impact or Results Track Record	Compatibility with Others Depth of Contribution	Precision Quality of Results
<b>Workplace</b>	Interacting Busy Personal	Efficient Busy Structured	Friendly Functional Personal	Formal Functional Structured