Communication Style Questionnaire

In the “Effective Relationships” session, we will be looking at different communication styles and how they impact on how we work with others. Please complete the questionnaire below and bring it with you to the session. During the training, we will talk through the theory that underpins the questionnaire, and what the results might mean for how you communicate.

This is designed to be light-hearted – there are no right or wrong answers! Work through the questions quickly and go with your first answer as this is usually right.

**Instructions**

1. **Rate each set of words in terms of how like you they are**. Give 4 points to the behaviour that is most like you, 3 points to the second most like you, then 2, and finally 1 point to the behaviour that is least like you.

Example: 3 Directing 4 Influencing 1 Steady 2 Cautious

1. **Then work down each column,** totalling the numbers in each of the four. When all four columns are added together, they will equal 50.

|  |  |  |  |
| --- | --- | --- | --- |
| Column 1 | Column 2 | Column 3 | Column 4 |
| Group 1 | | | |
| \_\_ Directing | \_\_ Influencing | \_\_ Steady | \_\_ Cautious |
| Group 2 | | | |
| \_\_ Decisive | \_\_ Optimistic | \_\_ Patient | \_\_ Restrained |
| Group 3 | | | |
| \_\_ Daring | \_\_ Enthusiastic | \_\_ Stabilising | \_\_ Analytical |
| Group 4 | | | |
| \_\_ Competitive | \_\_ Talkative | \_\_ Accommodating | \_\_ Precise |
| Group 5 | | | |
| \_\_ Forceful | \_\_ Charming | \_\_ Easygoing | \_\_ Curious |
| ***\_\_\_ Total*** | ***\_\_\_ Total*** | ***\_\_\_ Total*** | ***\_\_\_ Total*** |