

WHAT'S YOUR COMMUNICATION STYLE?

1. When communicating, I like to:

- a. Take time to relate
- b. Be specific and stay on track
- c. Think before I speak
- d. Be casual, playful

2. My communication approach is usually:

- a. Personal and interactive
- b. Purposeful and Procedural
- c. Objective and Strategic
- d. Active and Straightforward

3. I tend to talk about:

- a. Relationships, people, and higher purpose
- b. Theories, new ideas, and future innovations
- c. Adventures, jokes, and accomplishments
- d. The "right" way, what worked before, and details

4. In communication I dislike:

- a. Hesitation
- b. Looking stupid
- c. Nonconformity
- d. Negativity

5. I tend to communicate to:

- a. Gather specifics and fulfill responsibilities
- b. Figure things out and problem solve
- c. Connect with others and make a difference
- d. Make an impact and have fun

6. When people watch me in communication, they would say that I tend to:

- a.** Analyze and debate
- b.** Refer to rules and follow protocol
- c.** Show empathy and appreciation
- d.** Make swift decisions and be blunt

7. I feel good about a conversation when it:

- a.** Is entertaining, fun, and interactive
- b.** Is practical, realistic, and provides a clear plan
- c.** Is enhancing and nurturing for people
- d.** Logical, objective, and mind expanding

8. When communicating with me, I like people to:

- a.** Be specific about expectations
- b.** Be kind
- c.** Skip the small talk
- d.** Lighten up and appreciate my flair

9. I would like others to:

- a.** Move with me – from subject to subject, room to room, decision to decision...
- b.** Not get insulted if I am not fascinated by their interests
- c.** Finish their sentence or thought before switching subjects
- d.** Meet me on an equal level- don't talk down to or try to manipulate me

10. In a word, my communication could be described as:

- a.** Friendly
- b.** Appropriate
- c.** Logical
- d.** Impactful

Response Key

Mark the letter that corresponds with your response for each question. Count the marks for each column to determine your top communication style.

Question:	Your Response:			
1.	a	b	c	d
2.	a	b	c	d
3.	a	d	b	c
4.	d	c	b	a
5.	c	a	b	d
6.	c	b	a	d
7.	c	b	d	a
8.	b	a	c	d
9.	d	c	b	a
10.	a	b	c	d
TOTALS →				
	CONNECTOR NF-Blue	PLANNER SJ-Gold	THINKER NT-Green	MOVER SP-Orange

Note: It is likely you will be strongest in one communication style. However, you may be tied or have significant aspects of the other styles – you may also have a score of zero in one or more styles.

Rank your communication style line-up in the blanks below.

My Communication Style Line-Up:			
_____	_____	_____	_____
Top Style	Second Style	Third Style	Last/Least Style

The style in the “Top” position indicates your strongest communication preference. If you have a relatively high score for a second style, you may naturally switch back and forth between using your top and second style. If you happen to have a zero score in the “third” and/or “last” position, these are the communication styles that may pose the most challenge for you.