

COMMUNICATION SURVEY

To understand how you communicate with others, and how you want to be communicated to by others, please complete the survey below. Place an "X" to the left of each statement that best describes you as you see yourself. There is no "right" or "wrong" answers. Be honest in your personal assessment.

Once you've answered all of these statements, total the number of "X" in each column and record that number at the bottom. This will help you determine your communication style and share additional insights into your personality, which shapes your beliefs about relationships, money, health & wellness, leadership, careers, and lifestyle choices.

People often encourage me to:	slow down		listen		hurry up		try something new
If there is something I really want, I would be likely to:	work for it		ask for it		save for it		plan for it
I do not like:	being told what to do		doing the same thing		sudden changes		making mistakes
My choice would be to:	be in charge		be adventurous		help others		do things right
When I'm doing something, I tend to:	do it quickly		procrastinate		get others to help		work at it until it is perfect
When I'm upset about something, I tend to:	get angry		pout		become sad		shut down, become quiet
I want to:	make choices on my own		be part of a group		do what will please others		follow the rules
I think rules:	need to be challenged		are boring		make it safe		make it fair
When I'm with friends, I tend to be:	leading them		encouraging them		helping them		planning for them
When it comes to my room or space:	keep out		it's messy		it rarely changes		it's organized
I tend to be very:	competitive		talkative		friendly		observant
Honestly sometimes I'm too:	bossy		forgetful		undecided		picky
People often see me as:	serious		adventurous		calm		careful
In a group, I tend to be:	taking charge		talking		helping		listening
I can be:	bored		distracted		patient		thinking things through
I am at my best when:	I am in charge		I can be around others		I'm helping someone else		I'm doing something I'm great at
When faced with something new, I:	will figure it out		will jump right in		will take time		will ask questions
I finish what I start:	when needed		sometimes		eventually		on time
I say things:	exactly the way I feel		to make others laugh		so others feel good		after I've had time to think
TOTAL		D		I		S	C

COMMUNICATION STYLE

If you are communicating with someone who leads with a:		You need to structure your presentation and conversation using the following approach:
<p>D = Dominant and Direct</p> <ul style="list-style-type: none"> • Confident • Assertive or Aggressive • Challenges the Status Quo • Likes to be in Control • Dislikes Routine 	D	<p>D = Dominant and Direct</p> <ul style="list-style-type: none"> • Be direct and brief • Stay in the BIG picture • Don't try and share all the details • For a decision, provide them with options • Maintain your focus on results, not process
<p>I = Inspirational and Influential</p> <ul style="list-style-type: none"> • Talkative • Optimistic • Encourages Others • Fun to be Around • Very Social 	I	<p>I = Inspirational and Influential</p> <ul style="list-style-type: none"> • Allow them the opportunity to share their ideas • Keep the conversation fun • Don't overwhelm them with too much data • Expect to follow up with them • Provide short, concise information in a friendly way
<p>S = Steady and Supportive</p> <ul style="list-style-type: none"> • Loyalty • Reliable • Good Listener • Avoids Confrontation • Mediator 	S	<p>S = Steady and Supportive</p> <ul style="list-style-type: none"> • Keep the conversational tone pleasant and friendly • Steer clear of confrontational words or attitude • Express your appreciation for their dedication and loyalty • Focus on maintaining a supportive tone • Provide them with time to adjust to changes
<p>C = Calculating and Competent</p> <ul style="list-style-type: none"> • Analytical • Organized & Structured • Works well with a schedule • Prefers to work alone • Quiet and Reserved 	C	<p>C = Calculating and Competent</p> <ul style="list-style-type: none"> • Focus on facts • Keep the tone professional • Give them all of the details • Provide them with time to analyze options for decisions • Remember they may ask many questions because they process by gathering more facts