## **Social Styles Test**

| Instructions  |         |            |         |              |  |  |
|---|---------|------------|---------|--------------|--|--|
| Rate each statement according to how well it describes your behavior in social interactions. Use a scale of 1 (Rarely) to 5 (Always). |         |            |         |              |  |  |
|   |         | Statemente |         |              |  |  |
| Statements  |         |            |         |              |  |  |
| 1. I am typically reserved and prefer to observe rather than lead conversations.  |         |            |         |              |  |  |
| $\circ$   | $\circ$ | $\circ$    | $\circ$ | $\circ$      |  |  |
| 1.<br>Rarely  | 2.      | 3.         | 4.      | 5.<br>Always |  |  |
| 2. I enjoy being at the center of attention and use expressive gestures.  |         |            |         |              |  |  |
| $\bigcirc$  | $\circ$ | $\circ$    | $\circ$ |              |  |  |
| 1.<br>Rarely  | 2.      | 3.         | 4.      | 5.<br>Always |  |  |
| 3. When discussing, I rely on data and logical reasoning.   |         |            |         |              |  |  |
| $\bigcirc$  | $\circ$ | $\bigcirc$ | $\circ$ | $\circ$      |  |  |
| 1.<br>Rarely  | 2.      | 3.         | 4.      | 5.<br>Always |  |  |
| 4. Building relationships is more important to me than just achieving tasks.  |         |            |         |              |  |  |
| $\circ$   | $\circ$ | $\circ$    | $\circ$ | $\circ$      |  |  |
| 1.<br>Rarely  | 2.      | 3.         | 4.      | 5.<br>Always |  |  |
| 5. I am quick to make decisions and drive results.  |         |            |         |              |  |  |
| $\circ$   | $\circ$ | $\circ$    | $\circ$ | $\circ$      |  |  |

3.

4.

5.

Always

2.

1.

Rarely

| 6. I often express empathy and consider others' feelings in discussions.   |            |            |            |              |  |  |  |
|--|------------|------------|------------|--------------|--|--|--|
| $\bigcirc$   |            | $\bigcirc$ | $\bigcirc$ | $\bigcirc$   |  |  |  |
| 1.   | 2.         | 3.         | 4.         | 5.           |  |  |  |
| Rarely   |            |            |            | Always       |  |  |  |
| 7. My communication style is factual, and I tend to be less emotionally expressive.  |            |            |            |              |  |  |  |
| $\bigcirc$   | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ | $\bigcirc$   |  |  |  |
| 1.<br>Rarely   | 2.         | 3.         | 4.         | 5.<br>Always |  |  |  |
| 8. I am known for my enthusiastic and animated conversational style.   |            |            |            |              |  |  |  |
| $\bigcirc$   | $\circ$    | $\bigcirc$ | $\bigcirc$ | $\bigcirc$   |  |  |  |
| 1.<br>Rarely   | 2.         | 3.         | 4.         | 5.<br>Always |  |  |  |
|  |            |            |            |              |  |  |  |
| Scoring Guide  |            |            |            |              |  |  |  |
| <ul> <li>For statements 1 and 3, add points for analytical style.</li> <li>For statements 2 and 8, add points for expressive style.</li> <li>For statements 4 and 6, add points for amiable style.</li> <li>For statements 5 and 7, add points for driving style.</li> </ul>     |            |            |            |              |  |  |  |
| <b>Total Scores</b>  |            |            |            |              |  |  |  |
| <ul> <li>Analytical: Add the total points from statements 1 and 3.</li> <li>Expressive: Add the total points from statements 2 and 8.</li> <li>Amiable: Add the total points from statements 4 and 6.</li> <li>Driving: Add the total points from statements 5 and 7.</li> </ul> |            |            |            |              |  |  |  |
| Results  |            |            |            |              |  |  |  |
|  |            |            |            |              |  |  |  |
|  |            |            |            |              |  |  |  |