

SOCIAL STYLE SELF-PROFILE

Self-Examination of Social Style

SOCIAL STYLE SELF-PROFILE: Read the following scenarios. For each scenario, circle the number for the answer that is most like you (left hand column) and the answer that is least like you (right hand column).

1. You are listening to a speaker you like. His/her message is about a value that you believe you have and you wished others had:

Most		Least
1.	Respectful	3.
2.	Pioneering	4.
3.	Optimistic	1.
4.	Supportive	2.

2. You are baby-sitting for a friend. You really like the child because you most admire his or her:

Most		Least
1.	Neatness	3.
2.	Obedience	4.
3.	Spontaneity	1.
4.	Playfulness	2.

3. An associate is describing you to an acquaintance. You are most flattered when he or she describes you as:

Most		Least
1.	Accurate	3.
2.	A Go-Getter	4.
3.	Attractive	1.
4.	Kind	2.

4. You are giving advice to friend. You believe the advice is sound, but suddenly he/she verbally attacks you. You:

Most		Least
1.	Leave	3.
2.	Bluntly continue	4.
3.	Get Sarcastic	1.
4.	Apologize	2.

6. You are at a party with people from work and someone tells of a situation when you did something wrong. You feel:

Most		Least
1.	Fearful	3.
2.	Aggressive	4.
3.	Angry	1.
4.	Betrayed	2.

7. You are listening to a salesperson give a sales presentation. You are beginning to believe he/she is a credible problem solver because he/she is:

Most		Least
1.	Intelligent	3.
2.	Original	4.
3.	Persuasive	1.
4.	Honest	2.

8. You are in line with friends at an amusement park ride. You hear someone tell the person in front of you that this is a scary ride. You feel:

Most		Least
1.	Cautious	3.
2.	Brave	4.
3.	Excited	1.
4.	Trapped	2.

9. You have been given an itinerary of a trip with a friend. He/she suddenly changes the plans without consulting you. You feel:

Most		Least
1.	Nonchalant	3.
2.	Argumentative	4.
3.	Adventurous	1.
4.	Adaptable	2.

5. You are standing in a long line at a theater when a friend leads you past these people to a shorter line that has just opened. You feel:

Most		Least
1.	Rude	3.
2.	Bold	4.
3.	Lucky	1.
4.	Easily Led	2.

11. Your instructor says that he/she needs your help in getting a presentation together for a customer. You feel:

Most		Least
1.	Knowledgeable	3.
2.	Capable	4.
3.	Enthusied	1.
4.	Agreeable	2.

12. You have just learned that the people at your new job are glad you have been hired. You believe the reason for your acceptance is your:

Most		Least
1.	Rationality	3.
2.	Will Power	4.
3.	Humor	1.
4.	Cheerfulness	2.

13. A friend confides in you that he/she has lost his/her job. You give him/her advice. He/she would probably say that your response was:

Most		Least
1.	Common Sense	3.
2.	Challenging	4.
3.	Encouraging	1.
4.	Sympathetic	2.

14. You present an idea to the executive committee of your organization. Afterwards, many of the comments from them would say that you are:

Most		Least
1.	Precise	3.
2.	Nervy	4.
3.	Inspirational	1.
4.	Cooperative	2.

10. You are waiting at an airport where weather has delayed all flights. People are mulling, some sitting near you. Your reaction to the delay is being:

Most		Least
1.	Patient	3.
2.	Self-reliant	4.
3.	Sociable	1.
4.	Soft-spoken	2.

16. You are on vacation with a significant other. You are walking on a beach with him/her. You feel:

Most		Least
1.	Content	3.
2.	Positive	4.
3.	Peaceful	1.
4.	Trusting	2.

17. You are told that there are going to be some major changes in the routine of your work unit. Your reaction would be:

Most		Least
1.	Reserved	3.
2.	Confrontive	4.
3.	Cordial	1.
4.	Receptive	2.

18. You hosted an open house for your company. Many of the customers have written letters to your instructor to tell him/her that you are:

Most		Least
1.	Cultured	3.
2.	Vigorous	4.
3.	A Good Mixer	1.
4.	Empathetic	2.

19. You are assigned to a committee to improve employee/management relations. The committee sees your strength as being:

Most		Least
1.	Detailed	3.
2.	Decisive	4.
3.	Talkative	1.
4.	Caring	2.

15. You are buying a brand new car. Although there are many reasons for your choice, the most important one is:

Most		Least
1.	Safety	3.
2.	Top of the Line	4.
3.	Appearance/Comfort	1.
4.	Cost	2.

21. You find that you best work in a work environment that would be considered to be:

Most		Least
1.	Harmonious	3.
2.	Competitive	4.
3.	Informal	1.
4.	Considerate	2.

22. You have helped the organization by bringing together some people who in the past had conflicted. What helped was your being

Most		Least
1.	Diplomatic	3.
2.	Daring	4.
3.	Intuitive	1.
4.	Calming	2.

20. You are listening to a instructor critique your performance of last year. He/she says that your greatest contribution came from your:

Most		Least
1.	Logic	3.
2.	Persistence	4.
3.	Creativity	1.
4.	Helping others	2.

23. You have done a good job for your instructor. He/she would best let you know that you have done a good job by giving you:

Most		Least
1	Respect	3.
2.	More Control	4.
3.	Variety	1.
4.	Praise	2.

24. You are running for the school board in your community. One of the greatest strengths that will help your win is that you are:

Most		Least
1.	Devout	3.
2.	Productive	4.
3.	Popular	1.
4.	Neighborly	2.

Count the number of times you circled the following numbers under "Most" and write that number in the appropriate blank.

_____ 1. _____ 2. _____ 3. _____ 4.

Count the number of times you circled the following numbers under "Least" and write that number in the appropriate blank.

_____ 1. _____ 2. _____ 3. _____ 4.

SCORING YOUR PROFILE

Circling the "Most" is not a very accurate determiner of your social style. The answers you gave reflect what social style you would like to be, and may or may not reflect how you actually feel and think. However, when you circled the "Least" answers, you subconsciously let yourself know which social style you seem to think, feel, and act the most like. The only time you will be using the "Most" answers is if there is a tie in any of the numbers in the "Least" section.

Step One: Record your answers to the "Least" section on the previous page:

_____ 1.	_____ 2.	_____ 3.	_____ 4.
Figure SSP			

Step Two: In the left blank of Figure SSCN, write the number that you circled the most in figure SSP. In the right blank, write the number that you circled the second most in Figure SSP. Then, move on to Step Three.

_____	:	_____
Figure SSCN		

Exceptions: There can be three exceptions to this step. **A.** There may be a tie for the most circled number in Figure SSP. **B.** There may be a tie for the second most circled number in Figure SSP. **C.** The number that you circled the most is circled twelve or more times.

Exception A:

If there is a tie for most circled number, look at the "Most" on the previous page to see which of those two numbers in the tie is more dominant in the "Most" section. Whichever of the tie is more dominant in the "Most" section, put that number in the left blank of Figure SSCN, and the other number in the tie in the right blank.

Example: Let's say the numbers that you circled the most and second most in Figure SSP tied. You circled No. 3 five times and No. 4 five times. Then, you looked at the "Most" section on the previous page and found that you had circled No. 3 only three times, but No. 4 you have circled eleven times. That would mean of the two numbers, No. 4 is more dominant than No. 3. So, you would put No. 4 in the left blank of Figure SSCN and No. 3 in the right blank of Figure SSCN and move to Step Three.

Exception B:

If there is a tie for second most circled number, look at the "Most" on the previous page to see which of those two numbers in the tie is more dominant in the "Most" section. Whichever of the tie is more dominant in the "Most" section, put that number in the right blank of Figure SSCN, and disregard the other number.

Example: Let's say the number that you circled the most in Figure SSP was No. 2. You circled it seven times, and you have written that in the left blank of Figure SSCN. But, now there is a tie for the second most circled number in Figure SSP. You circled No. 3 five times and No. 4 five times. Then, you looked at the "Most" section on the previous page and found that you had circled No. 4 six times and No. 3 only four times. That would mean of the two numbers, No. 4 is more dominant than No. 3. So, you would put No. 4 in the right blank of Figure SSCN and disregard No. 3. You would then move on to Step Three.

Exception C:

If the most circled number in Figure SSP was circled twelve or more times, the left and right blanks of Figure SSCN should both be this number. Your Social Style Code Number (Figure SSCN) is 1:1 (Analytical/Analytical), or 2:2 (Driver/Driver), or 3:3 (Expressive/Expressive), or 4:4 (Amiable/Amiable). Then move to Step Three. Write it above in Figure SSCN.

Step Three: Rewrite your Social Style Code Number (Figure SSCN) here:

_____ : _____ Figure SSCN

Find your Social Style Code Number in the upper right hand corner of one of the 16 social styles within the following grid, and that will determine what your social style is.

THE SIXTEEN SOCIAL STYLES

D1 1:1 Analytical Analytical	C1 1:2 Driving Analytical	B1 2:1 Analytical Driver	A1 2:2 Driving Driver
D2 1:4 Amiable Analytical	C2 1:3 Expressive Analytical	B2 2:4 Amiable Driver	A2 2:3 Expressive Driver
D3 4:1 Analytical Amiable	C3 4:2 Driving Amiable	B3 3:1 Analytical Expressive	A3 3:2 Driving Expressive
D4 4:4 Amiable Amiable	C4 4:3 Expressive Amiable	B4 3:4 Amiable Expressive	A4 3:3 Expressive Expressive