

What is Your Working Style?

Read each statement carefully and use the 1–5 rating scale to rank how well each statement honestly describes you. Write the score you give yourself in the box at the end of the row. When you are finished answering all of the questions, add up the total for each column (A, B, C & D) at the bottom of the page.

1 = Strongly Disagree, 2 = Somewhat Disagree, 3 = Neutral, 4 = Somewhat Agree, 5 = Strongly Agree

	A	B	C	D
1. I am skilled at getting people to join my side.		4		
2. People tell me I am a good listener.			3	
3. As problems arise, I am the one to make the decisions about next steps.		5		
4. I am good at executing the details.	4			
5. I often see important things that others overlook.				5
6. I am comfortable making hard decisions.		2		
7. My definition of success is having good relationships.			5	
8. When I decide to do something, I always see it through to completion.	4			
9. I pick up on the emotions of others quickly.			5	
10. I am able to work on a task without getting easily distracted.	2			
11. I am naturally curious about a lot of things.				3
12. I feel better when I have a schedule.	3			
13. I believe that the best way to solve a problem is to talk through it.			5	
14. I find it easy to remain focused on the job at hand.	2			
15. I am good at interpreting a lot of data.				2
16. Giving a presentation to a group of people sounds exciting.		4		
17. I have something in common with everyone I meet.			5	
18. The details of a problem are what I am most concerned about.	2			
19. I am energized by sharing my ideas with others.		5		
20. People rely on me to identify potential improvements.				3
21. When a hard decision needs to be made, I am the one to make it.		3		
22. When talking with someone, I tend to listen just as much as I talk.			5	
23. I like giving directions.		3		
24. I usually learn something useful from my mistakes.				4
25. When others are happy or sad, I can usually pick up on it quickly.			4	
26. I am able to take a lot of data and create a clear picture.				1
27. I prefer to complete one task before moving on to another.	2			
28. I am at my best when I am learning something new.				2
Column Total:	19	26	32	20