

Discover Your Dominant Communication Style

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Instructions for completing the quiz.

Answer each question by circling a, b, c, or d. After all questions have been answered, use the answer grid to circle each small letter, a, b, c, d you selected. Once you have circled your answers, go back and count the number of Capital letters; A, C, D or N that correspond to your answers. Total the number of A, C, D, N you have. During our session we will discuss what each communication style (A, C, D, N) represents. You will learn what your own personal communication style is.

1. At a large social gathering, you are most likely to:
 - a. Interact with many different people, strangers included; you just love to socialize.
 - b. Talk one-on-one mostly with people you already know off in a quiet corner.
 - c. Use the opportunity to make important contacts to further one of your goals.
 - d. Leave as soon as it is polite to do so, as these kinds of events aren't your thing.

2. When you first arrive at a meeting you are usually...
 - a. A bit late and try to sneak in the back without being noticed.
 - b. Purposely a bit late, you like to get there when things have started happening.
 - c. Arrive right on time and feel impatient if the meeting starts late.
 - d. Arrive early so that you can be ready and organized when the meeting starts.

3. If you were famous in your field, which career would most suit you?
 - a. Movie star
 - b. Head of a company
 - c. Inventor
 - d. Humanitarian

4. What style of entertainment do you most enjoy watching?
 - a. Something warm and friendly.
 - b. Something quirky and intellectual.
 - c. Something political or satirical.
 - d. Something wild, outrageous and/or fun

5. Of these four personality traits, you consider your strongest to be:
 - a. Compassion
 - b. Assertiveness
 - c. Imagination
 - d. Persistence

6. The statement that most closely describes you is:
 - a. Sensible and frugal
 - b. Rational and quick-witted
 - c. Sensitive and reliable.
 - d. Creative and fiery.

7. Which appeals to you the most?
 - a. Acting on a calculated risk (e.g. a new way to increase income)
 - b. Creating harmonious human relationships
 - c. Discovering the solution behind a complex problem.
 - d. Going to an exciting social event.

8. Which rules you more?
 - a. Your heart
 - b. Your head
 - c. Your wallet
 - d. Your libido

9. New and non-routine interaction with others (like attending an interactive seminar)
 - a. Usually stimulates and energizes you
 - b. Revitalizes you, if you have a special connection with someone in the process.
 - c. Taxes your reserves, and you aren't afraid to let people know it.
 - d. Taxes your reserves, so you quietly slip away when no one is watching.

10. When doing group projects, which part of the process is most important to you?
 - a. Creating relationships with people
 - b. Sorting out who is planning what role in a project.
 - c. Organizing the way the project is done.
 - d. Making sure the process of doing it is fun and exciting.

11. If you suddenly have some spare time on a weekend, you usually WANT to:
 - a. Contact several friends and see if there is something fun going on.
 - b. Have some quality time with one or just a few people
 - c. Get several important things done on your TO DO list
 - d. Focus your energy on one specific hobby or project.

12. You want to buy a gift for a friend you don't know very well. You are most likely to:
 - a. Buy the first thing you see that you intuitively think they would like
 - b. Carefully find just the right thing, after much comparison shopping
 - c. Buy the same special gift you always buy for special people.
 - d. Get someone else to buy the gift, or just give your friend some money.

13. Which description most fits you?
 - a. Hard working and ambitious
 - b. Animated and gregarious
 - c. Focused and efficient
 - d. Cooperative and gentle.

14. Most of the time, when working, you prefer:
 - a. To do your job quietly on your own.
 - b. To be an integral part of a team working together.
 - c. To influence the team in new and creative directions.
 - d. To be the leader and structure-maker for the team.

15. When the phone rings do you
 - a. Answer it immediately and talk at length.
 - b. Look forward to the call but wait a few rings before answering.
 - c. Deal with whoever it is quickly and efficiently.
 - d. Hope someone else will answer it.

16. Your favorite type of clothing to wear:
 - a. Something comfortable, practical and low key.
 - b. A unique ensemble that makes a statement
 - c. An expensive-looking power suit
 - d. Something easy-going and nice.

17. Which genre of fiction do you most prefer:

- a. Mystery, documentary or science fiction
- b. Feel-good story or romance.
- c. Epic, historical or action.
- d. Comedy, psychological thriller, glitzy

18. Which is more admirable:

- a. The ability to organize and be methodical
- b. The ability to take charge in a chaotic situation
- c. The ability to motivate others to succeed
- d. The ability to make people feel comfortable and included.

19. In terms of comedy, I most closely identify with people who can:

- a. Tell a heartwarming, funny story.
- b. Tell a good joke.
- c. Create great characters through movement, voice, costume, etc.
- d. Tell a witty one-liner, pun, or work-play.

20. If a conflict arises between a friend and I, my first reaction is to:

- a. Make sure they understand my position on things.
- b. Make sure the relationship doesn't get damaged.
- c. Avoid that person for a while.
- d. Find a compromise, where we both get at least part of what we want.