



ASSESS your personal style

This questionnaire will help you identify your personal style. It is based on the work of Eric Berne.

Read the pairs of statements below. For each statement, circle the letter of the one that most typifies you. If neither of the statements typifies you, move on to the next pair.

1. (a) I speak my mind.
(b) I tend to do as I am told.
2. (a) I often get coffee or tea for my colleagues.
(b) I am very firm with others.
3. (a) I am very logical.
(b) I do not hide my feelings.
4. (a) I do not like to step out of line.
(b) People sometimes think I smother them with kindness.
5. (a) People sometimes see me as bossy.
(b) I am looking for win/win situations.
6. (a) I am not embarrassed to show my affections.
(b) I am very polite.
7. (a) I am very sympathetic to other people's problems.
(b) I like to be in control of a situation.
8. (a) I usually think before I act.
(b) I ask lots of questions.
9. (a) I like to get along well with people.
(b) I help others out a lot.
10. (a) I have strong opinions that I let others know.
(b) I include others in the decision-making process.
11. (a) I am creative and inventive.
(b) People sometimes see me as lacking confidence.

12. (a) I like to care for others.
(b) I like to make the rules.
13. (a) People see me as reasonable.
(b) I have a wicked sense of humor.
14. (a) I have difficulty in resisting unreasonable demands.
(b) A lot of my time is spent doing things for others.
15. (a) I often know the answer.
(b) I remain calm under pressure.
16. (a) I am very curious.
(b) I tend to sit quietly at meetings.
17. (a) If someone is unsure, I make an effort to reassure them.
(b) I find it easier to talk than to listen.
18. (a) I listen to all points of view.
(b) I tend to do what I want.
19. (a) I find it difficult to say no.
(b) I often look after new recruits.
20. (a) I like to take the lead.
(b) I respect other people's opinions.
21. (a) I often take people by surprise.
(b) I dress to fit in with my work colleagues.
22. (a) I can fuss over people too much.
(b) I tell people what to do.
23. (a) I treat other people as equal.
(b) I prefer to have fun rather than take work seriously.
24. (a) I like people with good manners.
(b) I am very supportive of others.
25. (a) I prefer people to stick to the rules.
(b) I take a logical approach.

SCORING the assess your personal style questionnaire

Look back at the responses you have circled. For each statement, check the appropriate response below then total the number of checks you have made in each column.

| <i>Item</i> | <i>NC</i> | <i>AC</i> | <i>NP</i> | <i>CP</i> | <i>A</i> |
|-------------|-----------|-----------|-----------|-----------|----------|
| 1 | A | B | | | |
| 2 | | | A | B | |
| 3 | B | | | | A |
| 4 | | A | B | | |
| 5 | | | | A | B |
| 6 | A | B | | | |
| 7 | | | A | B | |
| 8 | B | | | | A |
| 9 | | A | B | | |
| 10 | | | | A | B |
| 11 | A | B | | | |
| 12 | | | A | B | |
| 13 | B | | | | A |
| 14 | | A | B | | |
| 15 | | | | A | B |
| 16 | A | B | | | |
| 17 | | | A | B | |
| 18 | B | | | | A |

(continued)

SCORING the assess your personal style questionnaire
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| | | | | | |
|---------------|-----------|-----------|-----------|-----------|----------|
| 19 | | A | B | | |
| 20 | | | | A | B |
| 21 | A | B | | | |
| 22 | | | A | B | |
| 23 | B | | | | A |
| 24 | | A | B | | |
| 25 | | | | A | B |
| Totals | <i>NC</i> | <i>AC</i> | <i>NP</i> | <i>CP</i> | <i>A</i> |

Circle the highest total.

[Assess Your Personal Style Score Interpretation](#)

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