

Read the 2 statements below and select the one that MOST applies to you . Do not over think it, there is no right or wrong answer. Add the number of check marks in each column. You will either be more direct or indirect. You will either be more open or guarded. Please have this information for our time together tomorrow.

**“Indirect Behaviors”**

- I tend to be slower paced
- I tend to listen more than talk
- I am reluctant to directly express my opinions
- I usually react slowly when faced with new situations or decisions
- I make decisions after all the facts are available
- I come across as less assertive than others
- I tend to “bite my tongue” when I don’t agree with someone
- I get frustrated when things move too quickly
- I generally avoid conflict

— TOTAL “INDIRECT” CHECKMARKS

**“Direct Behaviors”**

- OR**  I tend to be faster paced
- OR**  I tend to talk more than listen
- OR**  I find it easy to directly express my opinions
- OR**  I usually react quickly when faced with new situations or decisions
- OR**  I make decisions whether or not all the facts are available
- OR**  I come across as more assertive than others
- OR**  I tend to “speak my mind” when I don’t agree with someone
- OR**  I get impatient when things move too slowly
- OR**  I do not avoid conflict

— TOTAL “DIRECT” CHECKMARKS

**“Open Behaviors”**

- I find it easy to share and discuss personal feelings with other
- I prefer to socialize with others before getting tasks started
- I tend to exhibit animated facial expressions during conversation with other
- I tend to get motivated when dealing with people on a daily basis
- I prefer to work with other people or in groups
- I am easy to approach in new social situations
- I am easy to get to know
- I value feelings over facts
- I usually am NOT time disciplined

— TOTAL “OPEN ” CHECKMARKS

**“Guarded Behaviors”**

- OR**  I prefer to keep personal feelings private, sharing only when necessary
- OR**  I prefer getting tasks completed before socializing with others
- OR**  I tend to exhibit animated facial expressions during conversations with others
- OR**  I tend to get stressed when dealing with people on a daily basis
- OR**  I prefer to work independently
- OR**  I am more standoffish in new in new social situations
- OR**  It takes time to get to know me
- OR**  I value facts over feelings
- OR**  I am mostly time disciplined

— TOTAL “OPEN ” CHECKMARKS