

Name _____

Period _____

Which Style are You? Discovering Your Communication Style

1. Which statement do you most agree with?
 - a. "Everyone should be like me."
 - b. "Don't make waves."
 - c. "I have rights and so do others."

2. When you Communicate Are You
 - a. Close minded
 - b. Indirect
 - c. Effective, active listener

3. When you communicate do you
 - a. Interrupts and Monopolize the conversation
 - b. Always agree and not speak up
 - c. Expresses self directly, honestly, and as soon as possible about feelings and wants

4. Is a common Characteristic of you
 - a. Domineering, bullying
 - b. Apologetic, self-conscious
 - c. Open, flexible, versatile

5. Are You
 - a. Condescending, sarcastic
 - b. Allowing others to make decisions for yourself
 - c. Confident and Trusting of self and others.

6. Do you exhibit this behavior?
 - a. Puts others down
 - b. Tries to sit on both sides of the fence to avoid conflict
 - c. Action-oriented

7. Do others think you
 - a. Are Bossy and have a Know-it-all attitude
 - b. Complain instead of taking action and Lets others make choices
 - c. Takes appropriate action toward getting what she wants without denying rights of others

8. Do you frequently in conflict use any of these nonverbal Cues?
 - a. Points, shakes finger Glares
 - b. Nods head often; comes across as pleading, Downcast eyes
 - c. Open, natural gestures and Direct eye contact

9. Is your voice
 - a. Critical, loud, yelling tone of voice and Fast, clipped speech
 - b. Low volume, meek, or Fast, when anxious; slow, hesitant, when doubtful
 - c. Vocal volume appropriate, expressive and Varied rate of speech

10. Do you say things like
 - a. "You must (should, ought better)." And "Don't ask why. Just do it."
 - b. "You should do it." And "I'll try..." and "I can't....."

- c. "I choose to..." and "What are my options?"
11. In a confrontation
- Do you feel that you must win arguments, and do you threaten or attack
 - Are you one who Avoids, ignores, leaves, postpones and Agrees externally, while disagreeing internally
 - Are you one who Negotiates, bargains, trades off, compromises and Doesn't let negative feelings build up
12. Do you often feel
- Anger, Hostility, Frustration, Impatience
 - Powerlessness, and ignored for good works
 - Enthusiasm, Well being, Even tempered
13. Over time in your relationships with others
- Do you find them resentful of you and sometimes force them to do your way?
 - Gives up being him or herself and Slowly loses self esteem
 - Increased self-esteem and self-confidence and Others know where they stand.

Scoring:

Count the number of times you chose each letter

_____ A _____ B _____ C

Which did you choose the most? If you answered A most of the time, you are mostly Aggressive, B, mostly Passive and C Mostly Assertive.

When are some times that an Aggressive Style would be beneficial?

When are some times that a Passive Style would be Beneficial?

When are some times that an assertive Style would be beneficial?

What could you do to improve your assertiveness?