How to answer the questions:

* Choose the statement in each pair that is more how you think others see you.
* Do not answer based on how you would like to see yourself.
* When thinking of “more” or “less”. Think more or less than 50% of the population.
1. [ ]  More likely to lean back when stating opinions

[ ]  More likely to be erect or lean forward when stating opinions

1. [ ]  Less use of hands when talking

[ ]  More use of hands when talking

1. [ ]  Demonstrates less energy

[ ]  Demonstrates more energy

1. [ ]  More controlled body movement

[ ]  More flowing body movement

1. [ ]  Less forceful gestures

[ ]  More forceful gestures

1. [ ]  Less facial expressiveness

[ ]  More facial expressiveness

1. [ ]  Softer voice

[ ]  Louder voice

1. [ ]  Appears more serious

[ ]  Appears more fun-loving

1. [ ]  More likely to ask questions

[ ]  More likely to make statements

1. [ ]  Less inflection in voice

 [ ]  More inflection in voice

1. [ ]  Less apt to exert pressure for action

 [ ]  More apt to exert pressure for action

1. [ ]  Less apt to show feelings

 [ ]  More apt to show feelings

1. [ ]  More tentative when expressing opinions

 [ ]  Less tentative when expressing opinions

1. [ ]  More task-oriented conversations

[ ]  More people-oriented conversations

1. [ ]  Slower to resolve problem situations

 [ ]  Quicker to resolve problem situations

1. [ ]  More oriented toward facts and logic

[ ]  More oriented toward feelings and opinions

1. [ ]  Slower-paced

 [ ]  Faster-paced

1. [ ]  Less likely to use small-talk or tell anecdotes

[ ]  More likely to use small-talk or tell anecdotes

 \_\_\_ \_\_\_ \_\_\_ \_\_\_ Total Scores