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

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