

What Type of Communicator are You?

Skills Questionnaire – Communication Styles

Read each statement and think about your communication style. Circle the score which best typifies your reaction.

	2 = strongly agree	1 = tend to agree	0 = disagree	
1	I do not hesitate to point out others' mistakes	2	1	0
2	I hand over important tasks to others despite the risk of my being personally criticised if they are not done	2	1	0
3	I put forward well thought through ideas and plans	2	1	0
4	I am not afraid to praise or criticise another's performance	2	1	0
5	I am willing to be influenced in my thinking by others	2	1	0
6	I put together a good logical argument to persuade others	2	1	0
7	I define standards which I think others ought to meet	2	1	0
8	I encourage people to generate their own solutions to problems	2	1	0
9	When opposed I am able to construct a good counter argument	2	1	0
10	I pass on praise and criticism which others have made about another's work to motivate them to achieve	2	1	0
11	I value, and am receptive to, the ideas and suggestions of others	2	1	0
12	I provide detailed plans as to how the job should be done	2	1	0
13	I tend to make snap judgements about what others say or do	2	1	0
14	I am willing to admit my own mistakes or errors	2	1	0
15	I suggest sound alternatives to the proposals which others have made	2	1	0
16	People know when I approve or disapprove of what they have said or done	2	1	0
17	I listen and try to use the ideas of others	2	1	0
18	It is usual for me to persist with proven ideas, suggestions and proposals	2	1	0
19	I foster a competitive spirit to get what I want from people	2	1	0
20	I put as much effort into developing the ideas of others as I do my own	2	1	0
21	I anticipate objections to my viewpoint and am ready with reasoned counter argument	2	1	0
22	I make it clear what I am willing to give in return from what others do	2	1	0
23	I am quite open about my hopes and fears, my aspirations and my difficulties in achieving them	2	1	0
24	I draw attention to inconsistencies and flaws in the logic of others' ideas	2	1	0
25	I use rewards and recognition to make other people do what I want	2	1	0
26	I go out of my way to show understanding of the needs and wants of others	2	1	0

27	I present my ideas in a clear, logical way	2	1	0
28	I judge people by what they do rather than what they say	2	1	0
29	I help others to express themselves	2	1	0
30	When others disagree with my ideas I find another way to persuade them that I am correct	2	1	0

Transfer the score that you have given to each statement:

1	<input type="text"/>	2	<input type="text"/>	3	<input type="text"/>
4	<input type="text"/>	5	<input type="text"/>	6	<input type="text"/>
7	<input type="text"/>	8	<input type="text"/>	9	<input type="text"/>
10	<input type="text"/>	11	<input type="text"/>	12	<input type="text"/>
13	<input type="text"/>	14	<input type="text"/>	15	<input type="text"/>
16	<input type="text"/>	17	<input type="text"/>	18	<input type="text"/>
19	<input type="text"/>	20	<input type="text"/>	21	<input type="text"/>
22	<input type="text"/>	23	<input type="text"/>	24	<input type="text"/>
25	<input type="text"/>	26	<input type="text"/>	27	<input type="text"/>
28	<input type="text"/>	29	<input type="text"/>	30	<input type="text"/>
<input type="text"/>		<input type="text"/>		<input type="text"/>	

TOTAL B

TOTAL H

TOTAL T

Battler	
Strengths	Risks
Self-confident Enterprising Ambitious Organising Persuasive Quick to act Imaginative Competitive Proud Risk-taking	Arrogant Opportunistic Controlling Pressuring Dictatorial Rash Dreamer Combative Conceited Gambler

Helper	
Strengths	Risks
Trusting Optimistic Loyal Idealistic Helpful Modest Devoted	Gullible Impractical Slavish Wishful Self-denying Self-effacing Self-sacrificing

Thinker	
Strengths	Risks
Cautious Practical Economical Reserved Methodical Analytical Orderly Fair Persevering Conserving Thorough	Suspicious Unimaginative Stingy Cold Rigid Nit-picking Compulsive Unfeeling Stubborn Possessive Obsessive