Behavioral Inventory: Mark the box you think best describes your work style:

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| More likely to lean backward when stating opinion | | |  | |  | |  | | |  | | |  | | | |
|  | More likely to lean forward when stating opinions | | |  | | |  | | |  | | |  | | | |
|  |  | Less use of hands when talking | | | | |  | | |  | | |  | | |
|  |  |  | More use of hands when talking | | | | | | | | |  | | |  | | |
| Demonstrates less energy | | |  | |  | |  | | |  | | |  | | | |
|  | Demonstrates more energy | | |  | | |  | | |  | | |  | | | |
|  |  | More controlled body movement (robotic) | | | | |  | | |  | | |  | | |
|  |  |  | More flowing body movement (ballerina) | | | | | | | | |  | | |  | | |
| Use less forceful gesture when talking | |  |  | | |  | | |  | | |  | | |  | | |
|  | Use more forceful gestures when talking | |  | |  | | |  | | |  | | |  | | | |
|  |  | Use less facial expressions | |  | | |  | | |  | | |  | | |
|  |  |  | Use more facial expressions | | | | | |  | | |  | | |  | | |
| Softer-spoken | |  |  | | |  | | |  | | |  | | |  | | |
|  | Louder voice | |  | |  | | |  | | |  | | |  | | | |
|  |  | Appears more serious | |  | | |  | | |  | | |  | | |
|  |  |  | Appears more fun-loving | | | | | |  | | |  | | |  | | |
| More likely to ask questions | |  |  | | |  | | |  | | |  | | |  | | |
|  | More likely to make statements | |  | |  | | |  | | |  | | |  | | | |
|  |  | More monotone when speaking | |  | | |  | | |  | | |  | | |
|  |  |  | Uses variety in your tone when speaking | | | | | |  | | |  | | |  | | |
| Less apt to exert pressure for action | |  |  | | |  | | |  | | |  | | |  | | |
|  | More apt to exert pressure for action | |  | |  | | |  | | |  | | |  | | | |
|  |  | Less willing to show your feelings | |  | | |  | | |  | | |  | | |
|  |  |  | More willing to show your feelings | | | | | |  | | |  | | |  | | |
| Hesitant to express your opinions | |  |  | | |  | | |  | | |  | | |  | | |
|  | Confident to express your opinions | |  | |  | | |  | | |  | | |  | | | |
|  |  | More task-oriented conversations | |  | | |  | | |  | | |  | | |
|  |  |  | More people oriented conversations | | | | | |  | | |  | | |  | | |
| Slower to resolve problem situations | |  |  | | |  | | |  | | |  | | |  | | |
|  | Quicker to resolve problem situations | |  | |  | | |  | | |  | | |  | | | |
|  |  | More focused on facts and logic | |  | | |  | | |  | | |  | | |
|  |  |  | More focused on feelings and opinions | | | | | |  | | |  | | |  | | |
| Slower-paced | |  |  | | |  | | |  | | |  | | |  | | |
|  | Faster-paced | |  | |  | | |  | | |  | | |  | | | |
|  |  | Less likely to use small-talk | |  | | |  | | |  | | |  | | |
|  |  |  | More likely to use small-talk | | | | | |  | | |  | | |  | | |
|  |  |  |  | | | | | |  | | |  | | |  | | |
| \_­\_\_\_ | \_­\_\_\_\_ | \_­\_\_\_ | \_­\_\_\_ | | | | | |  | | |  | | |  | | |
| L | R | U | D | | | | | |  | | |  | | |  | | |
| Assertiveness | | Responsiveness | | | | | | |  | | |  | | | (larger number) | | |

Directions:

1. Place a check mark next to the box that you think best describes your work style.

2. Once all the sections have a check mark, add the number of checks in each column and place the total at the bottom.

3. The largest number in each section will determine where you land on the grid.



