



Anne Grady Group

Basic Communication Style Inventory



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Let's Get Started!

Identify your basic communication style by completing the inventory below.

In each box, circle the words that best describe your personality. Circle any word that feels "right." In other words, don't think too hard!

To obtain a more complete assessment of your basic communication style, have one or more people who know you well complete an inventory about you. Be sure to ask someone you can trust to be objective.

To score, count the number of words you circled and write that number on the line. Then, transfer the corresponding Behavior Styles to the spaces below.

Analytical	Driver
Problem Solver Factual Consistent Accurate Perfectionist Cautious Scheduled Conscientious Organized Orderly Persistent Precise Logical Impersonal Detailed Inquisitive Critical Process Oriented Reserved Methodical	Goal Driven Independent Action Oriented Purposeful Serious Bold Excitable Strong Willed Takes Charge Seeks Power Persistent Industrious Controlling Self-Reliant Productive Firm Risk Taker Ambitious Competitive Decisive
Total # Circled _____	Total # Circled _____

Expressive	Amiable
<p>Enthusiastic</p> <p>Fun-Loving</p> <p>Enjoys Popularity</p> <p>Intuitive</p> <p>Initiator</p> <p>Creative</p> <p>Optimistic</p> <p>Inspirational</p> <p>Spontaneous</p> <p>Likes Variety</p> <p>Motivator</p> <p>Energetic</p> <p>Group Oriented</p> <p>Outgoing</p> <p>Excitable</p> <p>Extraverted</p> <p>Enjoys Recognition</p> <p>Disorganized</p> <p>Emotional</p> <p>Informal</p>	<p>Sympathetic</p> <p>Calm</p> <p>Sensitive</p> <p>Nurturing</p> <p>Cooperative</p> <p>Personal</p> <p>Respectful</p> <p>Quiet</p> <p>Non-demanding</p> <p>Loyal</p> <p>Adaptable</p> <p>Tolerant</p> <p>Patient</p> <p>Good Listener</p> <p>Enjoys Routine</p> <p>Thoughtful</p> <p>Indecisive</p> <p>Passive</p> <p>Introverted</p> <p>Easy Going</p>
<p>Total # Circled _____</p>	<p>Total # Circled _____</p>
<p>Highest Score = Primary Style</p>	

Now What?

Rank each of your styles with the highest number circled as your dominant style. Next would be your back-up style. Your dominant and back-up styles determine how you communicate, act, and behave when you are at your most comfortable. When you are under stress or are fatigued, the strengths of your style often become magnified to the point where they may become a weakness.

It's important to remember that no style is right or wrong, good or bad, or better or worse than any other style. We all have elements of each style to varying degrees in different situations.

If you balance evenly across multiple styles, meaning your scores are fairly close together, you are able to flex and adapt fairly easily to others. The downside is that you are not as likely to be consistent, and this can cause challenges in your communication. If you are more heavily weighted and dominant in one or two styles, meaning you have some scores that are much higher than others, the advantage is that you are consistent. People know what to expect from you. The downside is that you have to work harder to modify your style.

Now, go practice strategies 29-33 to improve your communication and your relationships! Good luck and remember to focus on your strengths!



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