

Influencing Style Self-Assessment



Instructions: For each row below, circle the word or phrases that best describes you. Only choose one answer per row. Once all ten rows have one answer circled, sum (add) the total number of circles for each column (i.e. Influencer, Steady, Compliant, Driver) and write down the number of circles for that column in the "Total" space under each heading. Once a Total is listed for number of circles in a column, place a Rank for each of the four headings where the highest number of circles is (1) and the lowest number of circles is (4). [Note: it is possible to have a tie.]

	INFLUENCER	STEADY	COMPLIANT	DRIVER
1	a futurist	a coordinator	a reporter	a realist
2	detail-focused	forward-thinking	people-oriented	values-focused
3	a driver	a peace keeper	a dreamer	a doer
4	inspiring	considerate	decisive	reliable
5	brings people together	has a sense of mission	meets deadlines	keeps things on track
6	curious	focused	dramatic	relaxed
7	knows what he has to be done	knows what questions to ask	knows how things should be done	knows where they want to be
8	anticipates problems	resolves conflicts	reviews methods	solves problems
9	assures results are appropriate	focuses on outcomes	gets results	makes sure things are done right
10	prepared	aware	charismatic	easy-going

	INFLUENCER	STEADY	COMPLIANT	DRIVER
TOTAL	_____	_____	_____	_____
RANK	_____	_____	_____	_____