

People Styles Worksheet

	Assertiveness		Responsiveness
Body	<input type="checkbox"/> <input type="checkbox"/> lean backward <input type="checkbox"/> <input type="checkbox"/> makes intermittent eye contact <input type="checkbox"/> <input type="checkbox"/> gestures less forcefully	<input type="checkbox"/> <input type="checkbox"/> leans forward <input type="checkbox"/> <input type="checkbox"/> make sustained eye contact <input type="checkbox"/> <input type="checkbox"/> makes forceful gestures	<input type="checkbox"/> shows little facial expression <input type="checkbox"/> show more facial expression <input type="checkbox"/> uses few gestures <input type="checkbox"/> talks with hands
Voice	<input type="checkbox"/> <input type="checkbox"/> speaks slowly <input type="checkbox"/> <input type="checkbox"/> speaks softly <input type="checkbox"/> <input type="checkbox"/> pauses frequently	<input type="checkbox"/> <input type="checkbox"/> speaks quickly <input type="checkbox"/> <input type="checkbox"/> speak loudly or intensely <input type="checkbox"/> <input type="checkbox"/> pauses rarely	<input type="checkbox"/> sits and stands straight <input type="checkbox"/> relaxes posture and body
Content	<input type="checkbox"/> <input type="checkbox"/> states opinions carefully <input type="checkbox"/> <input type="checkbox"/> exerts less pressure for action <input type="checkbox"/> <input type="checkbox"/> asks when delegating	<input type="checkbox"/> <input type="checkbox"/> states opinions strongly <input type="checkbox"/> <input type="checkbox"/> exert more pressure for action <input type="checkbox"/> <input type="checkbox"/> tells when delegating	Voice
			<input type="checkbox"/> speaks with less inflection <input type="checkbox"/> speaks with more inflection <input type="checkbox"/> speaks with consistent volume <input type="checkbox"/> speaks with varied volume

TOTALS	L	R

	Content
	<input type="checkbox"/> refers less to feelings <input type="checkbox"/> refers more to feelings <input type="checkbox"/> uses facts and logic as rationale <input type="checkbox"/> uses opinions/people as rationale <input type="checkbox"/> speaks precisely re: time, data <input type="checkbox"/> speaks causally re: time, data <input type="checkbox"/> limits small talk and stories <input type="checkbox"/> makes small talk, tells stories

L+A	R+A
L+B	R+B

TOTALS	A	
	B	