

# Discover Your Communication Style

SOURCE: TOASTMASTERS INTERNATIONAL

**1. I like to be seen as**

- a. Sociable
- b. Decisive
- c. Cautious
- d. Patient

**2. When collaborating with others, I am**

- a. Competitive
- b. Spontaneous
- c. Cooperative
- d. Precise

**3. When it comes to sharing feelings with others, I am**

- a. Reserved
- b. Sympathetic
- c. Private
- d. Self-assured

**4. Others would describe me as**

- a. Gentle
- b. Fun-loving
- c. Results-oriented
- d. Disciplined

**5. I like my appearance to be**

- a. Formal
- b. Casual
- c. Stylish
- d. Business-like

**6. I want support for my**

- a. Goals
- b. Ideas
- c. Feelings
- d. Thoughts

**7. When working on a project, I am**

- a. Enthusiastic
- b. Ambitious
- c. Purposeful
- d. Persistent

**8. Some may perceive me negatively as**

- a. Indecisive
- b. A perfectionist
- c. Impulsive
- d. Strong-willed

**9. As a leader, I would be perceived as**

- a. Focused
- b. A risk-taker
- c. Dependable
- d. A problem-solver

**10. When placed in a new situation, I am**

- a. Conscientious
- b. Fearless
- c. Optimistic
- d. Friendly

**11. My perfect occupation would give me a sense of**

- a. Accomplishment
- b. Enjoyment
- c. Acceptance
- d. Accuracy

**12. My favorite way to work is by**

- a. Networking
- b. Brainstorming
- c. Delegating
- d. Working independently

# Communication Style Scoring Guide

SOURCE: TOASTMASTERS INTERNATIONAL

- |  |   |   |   |
|--|---|---|---|
| 1.<br>a. Initiating<br>b. Direct<br>c. Analytical<br>d. Supportive | 2.<br>a. Direct<br>b. Initiating<br>c. Supportive<br>d. Analytical  | 3.<br>a. Direct<br>b. Supportive<br>c. Analytical<br>d. Initiating  | 4.<br>a. Supportive<br>b. Initiating<br>c. Direct<br>d. Analytical  |
| 5.<br>a. Analytical<br>b. Supportive<br>c. Initiating<br>d. Direct | 6.<br>a. Direct<br>b. Initiating<br>c. Supportive<br>d. Analytical  | 7.<br>a. Initiating<br>b. Direct<br>c. Supportive<br>d. Analytical  | 8.<br>a. Supportive<br>b. Analytical<br>c. Initiating<br>d. Direct  |
| 9.<br>a. Direct<br>b. Initiating<br>c. Supportive<br>d. Analytical | 10.<br>a. Analytical<br>b. Direct<br>c. Initiating<br>d. Supportive | 11.<br>a. Direct<br>b. Initiating<br>c. Supportive<br>d. Analytical | 12.<br>a. Initiating<br>b. Supportive<br>c. Direct<br>d. Analytical |

## RESULTS

\_\_\_\_\_ **DIRECT:** Prefers getting to the point quickly and succinctly

\_\_\_\_\_ **INITIATING:** Values interacting with others and sharing stories

\_\_\_\_\_ **SUPPORTIVE:** Appreciates a calm, steady approach

\_\_\_\_\_ **ANALYTICAL:** Likes facts, figures, and organized information