

Identifying Your Primary Communication Style

Communication Style	Always (9)	Often (6)	Sometimes (3)	Rarely (1)	Never (0)
Section 1					
Remain mostly quiet and don't say what I truly feel.					
Look for ways to avoid the other person.					
Be quick to offer an apology.					
Be reluctant to fight for my opposing viewpoint.					
Speak softly and patiently wait for my turn to speak.					
Not make eye contact, or turn away from the other person.					
Feel that the other person's wants or demands are much more important than mine.					
See myself as the cause of the conflict.					
Feel helpless, disrespected, or resentful.					
Fear that I will be rejected.					
Try to please the other person regardless of how it might impact me personally.					
				TOTAL	1
Section 2					
Strongly state my position, feeling that it is typically superior.					
Insult the other person or their opposing point of view.					
Feel competitive and see myself as victorious when I win the argument.					
"Stare down" or look down at the other person.					
Raise my voice with the other person in order to get my point across.					
View my perspective as the best there is.					
Sometimes feel remorse or guilt over the tactics I used to win.					
View the other person's perspective as silly, ignorant, or unfounded.					
Ignore the other person's desires.					
Take control of the direction the discussion takes.					
Defend my own rights while seeking to win at any cost.					
				TOTAL	2
Section 3					
Fail to meet my commitments due to circumstances beyond my control.					
Find it difficult to accept responsibility for disappointing others.					
Feel entitled to get my own way, even if it conflicts with "commitments" I have made to others.					
Not feel fully responsible for the actions that I take.					
Fear that I would be rejected if I was more assertive.					
Fear confrontation with others.					

Want to get my own way, without having to take too much responsibility.					
Feel resentful over what others expect from me.					
Give in to others quickly, just so I don't have to deal with the issue anymore.					
Indirectly resist their demands by procrastinating or giving a vague or ambiguous response.					
Blame others (or circumstances) for the problem in order to justify my behavior.					
					TOTAL
					3

Section 4					
Be able to express my wants and feelings confidently, directly, and thoroughly.					
Be open to the other person's perspective, recognizing that they may have insights I haven't yet considered.					
Feel comfortable agreeing to disagree with their perspective.					
Stay relaxed.					
Recognize that the other person's viewpoint can be validly held by them, even if I don't fully agree with it.					
Make eye contact and appropriately maintain it.					
Believe that we both have something valuable to contribute to the discussion, so I give and take.					
Accept responsibility for what I say and how I say it.					
Feel positive about how I treat others.					
Don't feel I have to "win" the argument all the time.					
Control how I behave, but not try to control my partner's behaviors or feelings.					
					TOTAL
					4