

## Influencing Styles Questionnaire

Completing a questionnaire will help you identify your own dominant or preferred style, and then look at some alternatives and different ways they can be used to best effect.

**Think of some recent examples of when you have tried to influence other people.** Importantly, consider carefully what you actually did, rather than what you would like to do. Then rate each of the statements, by putting a tick in the appropriate box, **where 5 is most like you, and 1 is least like you.**

**Please print and bring the completed questionnaire with you to the workshop.**

		1	2	3	4	5
1	I like the logic of my argument to speak for itself.					
2	I am comfortable with stating my needs and being explicit about what I want.					
3	My body language tends to be expressive and expansive when I get going.					
4	I am happy to disclose information about my own thoughts and feelings.					
5	I like to highlight the common ground that exists between myself and the other people I am talking with.					
6	I remain calm and composed and relatively unemotional.					
7	I like to use my physical presence to back up what I am saying.					
8	Before launching in with my own options, I like to explore what other people are thinking and feeling.					
9	I like to get carried away with the excitement of my subject.					
10	I am not afraid to appear forceful in pushing my point across.					
11	I like to point out evidence that supports my argument.					
12	I like to keep my voice crisp and firm, so that people know I am serious about what I am saying.					
13	I like to listen actively to what other people are saying.					
14	I like to get the "big picture" across to other people, and paint pictures of the possibilities.					
15	I like my body language and tone of voice to display concern and empathy.					
16	I like to keep an even and measured tone of voice like a newscaster.					
17	I like to make people aware of the rewards and consequences of agreeing (or not) with my suggestions.					
CONTINUED OVERLEAF						

18	I find it easy to give others prompt feedback in order to guide their behaviour.					
19	I like to structure my argument and label the points I am making a...b...c..., 1...2...3..., etc.					
20	I like to phrase my case in language that is concise, unemotional and businesslike.					
21	When I have a vision of what could be achieved, I like to gather people around and share it with them.					
22	I like the pitch and intonation of my voice to convey the excitement of what I am saying and feeling.					
23	I like to keep flexible and open minded in my discussions with others.					
24	I find it easy to remain calm and focus on the 'here and now' of one-to-one conversations.					

### Scoring the Influencing Styles Questionnaire.

Your choice of column represents the score for that question, for example; If I score 4 points for question 1, then under Analytical influencing style below, I score 4 for question 1. If I score 2 points for question 4, then under Amiable influencing style, I score 2.

Add up your scores as follows:

	Total
Questions 1, 6, 11, 16, 19 and 20 This represents the strength of your <b>Analytical</b> influencing style.	
Questions: <b>2, 7, 10, 12, 17 and 18</b> This represents the strength of your <b>Driver</b> influencing style.	
Questions: <b>4, 8, 13, 15, 23 and 24</b> This represents the strength of your <b>Amiable</b> influencing style.	
Questions: <b>3, 5, 9, 14, 21 and 22</b> This represents the strength of your <b>Expressive</b> influencing style.	

The meaning of these results will be discussed during the workshop.