

**ON EACH LINE, READ THE 4 CHOICES, AND SELECT
(BY PLACING A CHECKMARK)
THE WORD OR PHRASE THAT IS MOST DESCRIPTIVE OF YOU.**

Detailed instructions at www.richrelationshipsus.com

- | | | | |
|--|---|---|--|
| 1. <input type="checkbox"/> Like to analyze | <input type="checkbox"/> Like to interact | <input type="checkbox"/> Like to Decide | <input type="checkbox"/> Like to Explore |
| 2. <input type="checkbox"/> Objective | <input type="checkbox"/> Emotional | <input type="checkbox"/> Practical | <input type="checkbox"/> Visionary |
| 3. <input type="checkbox"/> Logical | <input type="checkbox"/> Encouraging | <input type="checkbox"/> To the Point | <input type="checkbox"/> Creative |
| 4. <input type="checkbox"/> Consistency | <input type="checkbox"/> Spontaneity | <input type="checkbox"/> Determination | <input type="checkbox"/> Insight |
| 5. <input type="checkbox"/> Order | <input type="checkbox"/> Cooperation | <input type="checkbox"/> Results | <input type="checkbox"/> Concepts |
| 6. <input type="checkbox"/> Value details | <input type="checkbox"/> Bored with details | <input type="checkbox"/> Value facts | <input type="checkbox"/> Value ideas |
| 7. <input type="checkbox"/> Controlled | <input type="checkbox"/> Personable | <input type="checkbox"/> Action-oriented | <input type="checkbox"/> Dreamer |
| 8. <input type="checkbox"/> Composed | <input type="checkbox"/> Empathetic | <input type="checkbox"/> Quick | <input type="checkbox"/> Intellectual |
| 9. <input type="checkbox"/> Cautious | <input type="checkbox"/> Enthusiastic | <input type="checkbox"/> Sensible | <input type="checkbox"/> Original |
| 10. <input type="checkbox"/> Formal | <input type="checkbox"/> Informal | <input type="checkbox"/> Motivating | <input type="checkbox"/> Inspiring |
| 11. <input type="checkbox"/> Detached | <input type="checkbox"/> Sentimental | <input type="checkbox"/> Impatient | <input type="checkbox"/> Preoccupied |
| 12. <input type="checkbox"/> Problem-solver | <input type="checkbox"/> Supporter | <input type="checkbox"/> Implementer | <input type="checkbox"/> Developer |
| 13. <input type="checkbox"/> Data | <input type="checkbox"/> Feelings | <input type="checkbox"/> Plain talk | <input type="checkbox"/> Possibilities |
| 14. <input type="checkbox"/> Critical | <input type="checkbox"/> Moody | <input type="checkbox"/> Driven | <input type="checkbox"/> Distant |
| 15. <input type="checkbox"/> Truth | <input type="checkbox"/> Harmony | <input type="checkbox"/> Reality | <input type="checkbox"/> Change |
| 16. <input type="checkbox"/> Precise | <input type="checkbox"/> Tactful | <input type="checkbox"/> Direct | <input type="checkbox"/> Complex |
| 17. <input type="checkbox"/> Value accurate time table | <input type="checkbox"/> Value past events | <input type="checkbox"/> Value present events | <input type="checkbox"/> Value future achievements |
| #1 | #2 | #3 | #4 |

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STRENGTHS

<p style="text-align: center;">Thinkers</p> <ul style="list-style-type: none"> • Are good at putting things in order. • Have a talent for analyzing a problem or situation • Make objective decisions based on logic • Tend to be brief and businesslike • Value accuracy and preciseness • Treat people fairly • Follow policies and rules • Are sought out for problem solving abilities 	<p style="text-align: center;">Directors</p> <ul style="list-style-type: none"> • Are resourceful, determined, practical and down-to-earth • Have a talent for getting things done • Make decisions quickly based on facts and past experience • Focus on actions, results and rewards • Like to get to the “bottom line” or “cut to the chase” • Enjoy the present moment • Work steadily with a realistic idea of how long it will take.
<p style="text-align: center;">Feelers</p> <ul style="list-style-type: none"> • Are good at building rapport and communicating tactfully • Consider the impact on other people when making decisions • Have a talent for empathizing and creating harmony • Are naturally friendly and have a good sense of humor • Take an interest in the person behind the job • Treat each person • uniquely 	<p style="text-align: center;">Visionary</p> <ul style="list-style-type: none"> • Seem to see into the future and are good, long-range planners • Love to learn new skills • Have great imaginations • Focus on how things can be improved • Are able to identify creative solutions and fresh and novel approaches

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GROWTH AREAS

Thinkers	Feelers
<ul style="list-style-type: none"> • Can be overly cautious or too slow • Might miss the forest for the trees • Can hurt other's feelings • Might not give enough positive feedback • Their knack for remembering policy, adhering to policy and attention to detail can cause a Feeler to think the Thinker is looking for things to criticize 	<ul style="list-style-type: none"> • Overly personalize situations • Relationships can cloud judgment • Might overlook important details • Lack of planning can cause disorganization • May spend too much time socializing • Ask a feeler "how are you" and they will tell you more than you ever wanted to know.
Directors	Visionary
<ul style="list-style-type: none"> • Impulsive • Competitive • Aggressive • Impatient • Disregard long-term consequences of actions/decisions • Under stress may alienate others • May be poor listeners often interrupt • Might create 'messes' for others to 'clean up' 	<ul style="list-style-type: none"> • Absent-minded" scattered • Long on vision, short on action • Avoid nitty-gritty, hates phone coverage • Hard to read • May come across as 'superior', arrogant, or condescending • May not follow-through on tasks • May procrastinate

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**WHAT IS YOUR COMMUNICATION STYLE?
SELF-ASSESSMENT**

Strengths	Growth Areas

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