

Presentation Styles

Personal Assets Inventory

(Alessandra and O'Connor)

Instructions: Below are five rows of adjectives. For each row, indicate how characteristic the various behaviors are of you by assigning rank order points to them. Give 4 points to the behavior that is most characteristic, 3 points to the next most characteristic behavior, then 2, then 1. For example in Row 1 you might have the following:

3 Steady	4 Cautious	1 Directing	2 Influencing
----------	------------	-------------	---------------

When you have filled in the blanks, total the numbers in each of the four columns. When all four columns are added together, they will equal 50.

Relater	Informer	Persuader	Motivator
____ Steady ____ Patient ____ Stabilizing ____ Receptive ____ Easygoing	____ Cautious ____ Restrained ____ Analytical ____ Precise ____ Curious	____ Directing ____ Decisive ____ Daring ____ Competitive ____ Forceful	____ Influencing ____ Optimistic ____ Enthusiastic ____ Talkative ____ Charming
____ Total	____ Total	____ Total	____ Total