

# Business Behavior Styles Matrix

There are 4 quadrants to fill out. Answer each question about yourself as a decision maker. Circle the word which you feel most accurately describes you.

Once you are finished completing the questionnaire you need to calculate your total score for each quadrant.

Add all of the circled numbers on the page. Take this total and divide by 10. Record on space provided "Total divided by 10".

The last page contains a matrix. Leave this page blank, you will fill it out during the program.

# Business Behavior Styles Indicator

## Quadrant 1

		Never	Seldom	Sometimes	Often	Usually	Always
1	I need to know that someone understands my opinion	0	2	4	6	8	10
2	I am proud of setting personal goals and reaching them	0	2	4	6	8	10
3	I trust decisions made on gut and heart	0	2	4	6	8	10
4	I tend to be disorganized	0	2	4	6	8	10
5	I'm most interested in the Big Picture	0	2	4	6	8	10
6	I get excited about big challenges	0	2	4	6	8	10
7	I enjoy persuading others	0	2	4	6	8	10
8	I have a visibly high level of energy	0	2	4	6	8	10
9	I enjoy tough competition and love winning	0	2	4	6	8	10
10	I take things too personally	0	2	4	6	8	10
	Total score						
	Total / 10						

## Quadrant 2

		Never	Seldom	Sometimes	Often	Usually	Always
1	I prefer to first get to know people I work with:	0	2	4	6	8	10
2	I believe that teamwork is important in business	0	2	4	6	8	10
3	I believe that people are at least as important as business objectives	0	2	4	6	8	10
4	I tend to avoid saying things that will lead to conflict	0	2	4	6	8	10
5	I think small talk is an important part of doing business	0	2	4	6	8	10
6	I like people and people like me	0	2	4	6	8	10
7	I frame my questions so people will not be hurt	0	2	4	6	8	10
8	I'm supportive of others	0	2	4	6	8	10
9	I want to be given plenty of time to make up my mind	0	2	4	6	8	10
10	I enjoy a relaxed environment	0	2	4	6	8	10
	Total Score						
	Total / 10						

# Business Behavior Styles Indicator

## Quadrant 3

		Never	Seldom	Sometimes	Often	Usually	Always
1	I need to know how something works before I buy or use it	0	2	4	6	8	10
2	I need to know that the someone's preparation has been thorough:	0	2	4	6	8	10
3	I won't make decisions until I fully understand the detail:	0	2	4	6	8	10
4	I get annoyed when I hear a "sweeping" statement	0	2	4	6	8	10
5	I need to measure detailed information against existing data	0	2	4	6	8	10
6	I ask detailed questions to check if an individual understands the subject	0	2	4	6	8	10
7	I need to understand the criteria involved in a decision	0	2	4	6	8	10
8	I need a logical progression of ideas	0	2	4	6	8	10
9	I need to see support and back-up material	0	2	4	6	8	10
10	I like to bury myself in the details of a tough problem	0	2	4	6	8	10
	Total Score						
	Total / 10						

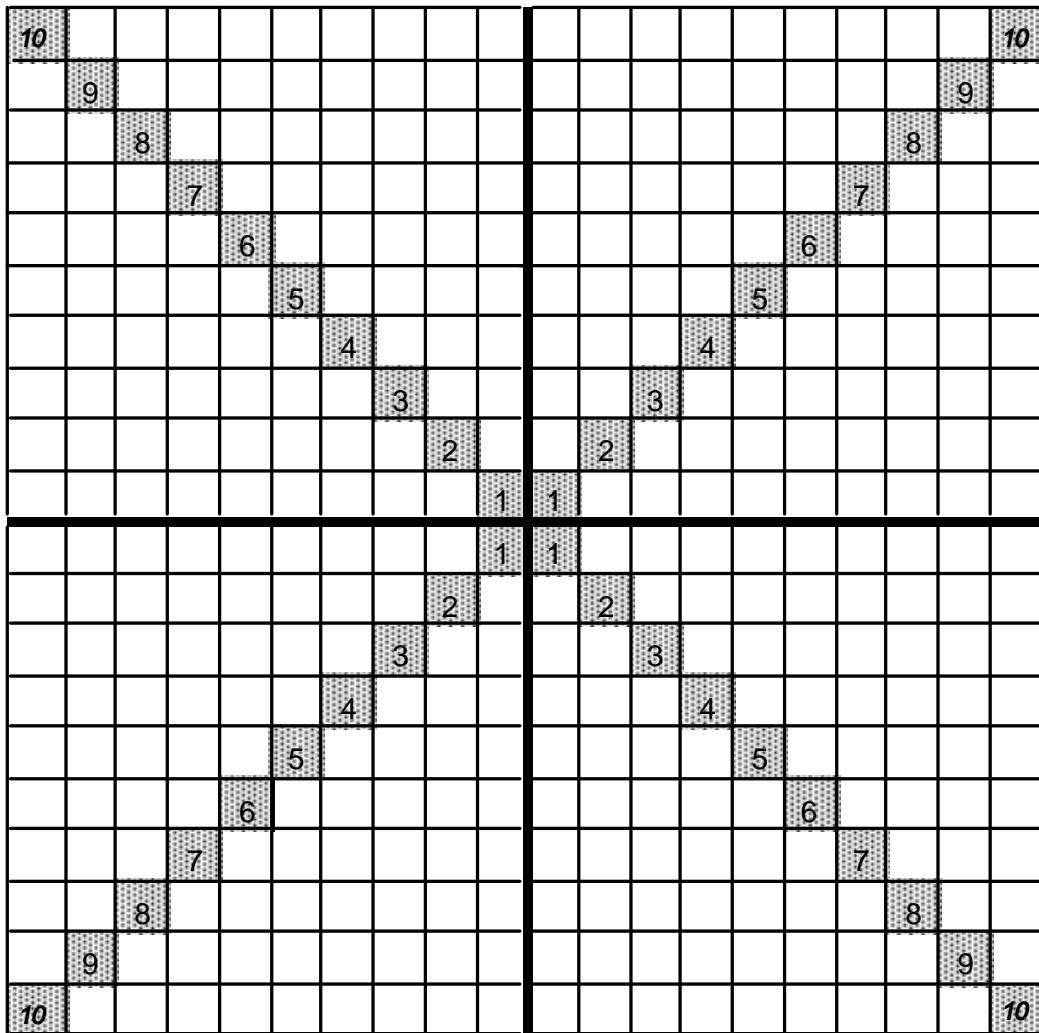
## Quadrant 4

		Never	Seldom	Sometimes	Often	Usually	Always
1	I get impatient when an individual goes into detail	0	2	4	6	8	10
2	I just want to hear the bottom line	0	2	4	6	8	10
3	I challenge people on their key points	0	2	4	6	8	10
4	I respond quickly and concisely	0	2	4	6	8	10
5	I tend to intimidate someone that is trying to "sell" to me	0	2	4	6	8	10
6	I dislike talk that is not focused on the objectives	0	2	4	6	8	10
7	I'm very direct	0	2	4	6	8	10
8	I show impatience quickly	0	2	4	6	8	10
9	I'm quick to cut someone off if I feel my time is being wasted	0	2	4	6	8	10
10	I make decisions very quickly	0	2	4	6	8	10
	Total Score						
	Total / 10						

# Business Behavior Style Matrix

Quadrant 1

Quadrant 2



Quadrant 4

Quadrant 3