

# Style Insights™

## Ten Minutes to Increased Success!



In just ten minutes you can complete the Style Insights Response Form and begin a process of self-understanding that will benefit you both personally and professionally. After completing the instrument, the **Internet Delivery Service™** (IDS) will be used to generate a valuable report full of information that may change the rest of your life.

Your report merges sophisticated behavior analysis with computer software operations to provide you with unique personal insights. This comprehensive report will help you discover qualities about yourself that could be the key to opening new doors of opportunity. You will be able to better understand your work and/or management style from the information provided, and develop an action plan that can enhance your personal and professional growth.

### **Directions:**

On the page you will see 24 boxes of words. Each box contains 4 lines of words. For each box select the line of words that best describes you and mark the oval in the **M**ost column of that line. Then, select the line of words that least describes you and mark the oval in the **L**east column of that line. Repeat this process for the remaining 23 boxes.

- While you are responding to the 24 questions, keep your focus on the descriptions that apply to yourself in the workplace.
- Be ruthlessly honest with yourself!
- Go with your “gut” instinct—don’t over-analyze!
- Select **ONLY 1 Most and 1 Least** in each of the 24 numbered boxes.
- You should take no more than 10 minutes to complete the instrument and it should be done in one uninterrupted sitting.

Refer to the example below before proceeding:

		<b>Example</b>
<b>M</b>	<b>L</b>	
<input checked="" type="radio"/>	<input type="radio"/>	Gentle, kindly
<input type="radio"/>	<input type="radio"/>	Persuasive, convincing
<input type="radio"/>	<input checked="" type="radio"/>	Humble, reserved, modest
<input type="radio"/>	<input type="radio"/>	Magnetic, attracts others

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Name \_\_\_\_\_ Company \_\_\_\_\_

Male

Female

	<b>M</b>	<b>L</b>	<b>FOCUS: Work <input type="checkbox"/> Personal <input type="checkbox"/></b>		<b>M</b>	<b>L</b>		
	<input type="radio"/>	<input type="radio"/>	Spontaneous	<b>1</b>	<input type="radio"/>	<input type="radio"/>	Well-disciplined, self-controlled	<b>13</b>
	<input type="radio"/>	<input type="radio"/>	Contented, satisfied		<input type="radio"/>	<input type="radio"/>	Generous, willing to share	
	<input type="radio"/>	<input type="radio"/>	Positive, admitting no doubt		<input type="radio"/>	<input type="radio"/>	Animated, uses gestures for expression	
	<input type="radio"/>	<input type="radio"/>	Peaceful, tranquil		<input type="radio"/>	<input type="radio"/>	Persistent, unrelenting, refuses to quit	
	<input type="radio"/>	<input type="radio"/>	Easily led, follower	<b>2</b>	<input type="radio"/>	<input type="radio"/>	Sociable, enjoys the company of others	<b>14</b>
	<input type="radio"/>	<input type="radio"/>	Bold, daring		<input type="radio"/>	<input type="radio"/>	Patient, steady, tolerant	
	<input type="radio"/>	<input type="radio"/>	Loyal, faithful, devoted		<input type="radio"/>	<input type="radio"/>	Self-reliant, independent	
	<input type="radio"/>	<input type="radio"/>	Charming, delightful		<input type="radio"/>	<input type="radio"/>	Soft-spoken, mild, reserved	
	<input type="radio"/>	<input type="radio"/>	Expressive	<b>3</b>	<input type="radio"/>	<input type="radio"/>	Gentle, kindly	<b>15</b>
	<input type="radio"/>	<input type="radio"/>	Daring, risk-taker		<input type="radio"/>	<input type="radio"/>	Persuasive, convincing	
	<input type="radio"/>	<input type="radio"/>	Diplomatic, tactful		<input type="radio"/>	<input type="radio"/>	Humble, reserved, modest	
	<input type="radio"/>	<input type="radio"/>	Satisfied, content		<input type="radio"/>	<input type="radio"/>	Magnetic, attracts others	
	<input type="radio"/>	<input type="radio"/>	Respectful, shows respect	<b>4</b>	<input type="radio"/>	<input type="radio"/>	Captivating	<b>16</b>
	<input type="radio"/>	<input type="radio"/>	Pioneering, exploring, enterprising		<input type="radio"/>	<input type="radio"/>	Kind, willing to give or help	
	<input type="radio"/>	<input type="radio"/>	Optimistic		<input type="radio"/>	<input type="radio"/>	Resigned, gives in	
	<input type="radio"/>	<input type="radio"/>	Accommodating, willing to please, ready to help		<input type="radio"/>	<input type="radio"/>	Force of character, powerful	
	<input type="radio"/>	<input type="radio"/>	Willing, agreeable	<b>5</b>	<input type="radio"/>	<input type="radio"/>	Companionable, easy to be with	<b>17</b>
	<input type="radio"/>	<input type="radio"/>	Eager, impatient		<input type="radio"/>	<input type="radio"/>	Easygoing	
	<input type="radio"/>	<input type="radio"/>	Methodical		<input type="radio"/>	<input type="radio"/>	Outspoken, speaks freely and boldly	
	<input type="radio"/>	<input type="radio"/>	High-spirited, lively, enthusiastic		<input type="radio"/>	<input type="radio"/>	Restrained, reserved, controlled	
	<input type="radio"/>	<input type="radio"/>	Logical	<b>6</b>	<input type="radio"/>	<input type="radio"/>	Factual	<b>18</b>
	<input type="radio"/>	<input type="radio"/>	Obedient, will do as told, dutiful		<input type="radio"/>	<input type="radio"/>	Obliging, helpful	
	<input type="radio"/>	<input type="radio"/>	Unconquerable, determined		<input type="radio"/>	<input type="radio"/>	Willpower, strongwilled	
	<input type="radio"/>	<input type="radio"/>	Playful, frisky, full of fun		<input type="radio"/>	<input type="radio"/>	Cheerful, joyful	
	<input type="radio"/>	<input type="radio"/>	Adventurous, willing to take chances	<b>7</b>	<input type="radio"/>	<input type="radio"/>	Attractive, charming, attracts others	<b>19</b>
	<input type="radio"/>	<input type="radio"/>	Analytical		<input type="radio"/>	<input type="radio"/>	Systematic	
	<input type="radio"/>	<input type="radio"/>	Cordial, warm, friendly		<input type="radio"/>	<input type="radio"/>	Stubborn, unyielding	
	<input type="radio"/>	<input type="radio"/>	Moderate, avoids extremes		<input type="radio"/>	<input type="radio"/>	Pleasing	
	<input type="radio"/>	<input type="radio"/>	Good mixer, likes being with others	<b>8</b>	<input type="radio"/>	<input type="radio"/>	Restless, unable to rest or relax	<b>20</b>
	<input type="radio"/>	<input type="radio"/>	Structured		<input type="radio"/>	<input type="radio"/>	Neighborhoodly, friendly	
	<input type="radio"/>	<input type="radio"/>	Vigorous, energetic		<input type="radio"/>	<input type="radio"/>	Popular, liked by many or most people	
	<input type="radio"/>	<input type="radio"/>	Lenient, tolerant of others' actions		<input type="radio"/>	<input type="radio"/>	Orderly, neat	
	<input type="radio"/>	<input type="radio"/>	Competitive, seeking to win	<b>9</b>	<input type="radio"/>	<input type="radio"/>	Argumentative, confronting	<b>21</b>
	<input type="radio"/>	<input type="radio"/>	Considerate, caring, thoughtful		<input type="radio"/>	<input type="radio"/>	Adaptable, flexible	
	<input type="radio"/>	<input type="radio"/>	Outgoing, fun-loving, socially striving		<input type="radio"/>	<input type="radio"/>	Nonchalant, casually indifferent	
	<input type="radio"/>	<input type="radio"/>	Harmonious, agreeable		<input type="radio"/>	<input type="radio"/>	Light-hearted, carefree	
	<input type="radio"/>	<input type="radio"/>	Aggressive, challenger, takes action	<b>10</b>	<input type="radio"/>	<input type="radio"/>	Brave, unafraid, courageous	<b>22</b>
	<input type="radio"/>	<input type="radio"/>	Life of the party, outgoing, entertaining		<input type="radio"/>	<input type="radio"/>	Inspiring, motivating	
	<input type="radio"/>	<input type="radio"/>	Easy mark, easily taken advantage of		<input type="radio"/>	<input type="radio"/>	Avoid confrontation	
	<input type="radio"/>	<input type="radio"/>	Fearful, afraid		<input type="radio"/>	<input type="radio"/>	Quiet, composed	
	<input type="radio"/>	<input type="radio"/>	Stimulating	<b>11</b>	<input type="radio"/>	<input type="radio"/>	Cautious, wary, careful	<b>23</b>
	<input type="radio"/>	<input type="radio"/>	Sympathetic, compassionate, understanding		<input type="radio"/>	<input type="radio"/>	Determined, decided, unwavering, stand firm	
	<input type="radio"/>	<input type="radio"/>	Tolerant		<input type="radio"/>	<input type="radio"/>	Convincing, assuring	
	<input type="radio"/>	<input type="radio"/>	Aggressive		<input type="radio"/>	<input type="radio"/>	Good-natured, pleasant	
	<input type="radio"/>	<input type="radio"/>	Talkative, chatty	<b>12</b>	<input type="radio"/>	<input type="radio"/>	Jovial, joking	<b>24</b>
	<input type="radio"/>	<input type="radio"/>	Controlled, restrained		<input type="radio"/>	<input type="radio"/>	Organized	
	<input type="radio"/>	<input type="radio"/>	Conventional, doing it the usual way, customary		<input type="radio"/>	<input type="radio"/>	Nervy, gutsy, brazen	
	<input type="radio"/>	<input type="radio"/>	Decisive, certain, firm in making a decision		<input type="radio"/>	<input type="radio"/>	Even-tempered, calm, not easily excited	