What is my Type?

Within the Realms of human communications, every communication contains at least two elements. The first element is information about something you need, information or a thing. The second element is some emotion with the emotional element ranging from a non-discernible added heart beat or a slight smile (controlled) to emoting – broader smiles, laughter or seething anger and hate filled eyes. **In a normal non-play setting and dealing with someone not your boss or employee and not a friend or relative** and you need something that you believe that they can provide:

1 | Do you ask them for it or do tell them you need it?   Note that a sincere "Please" is an "Ask" while a courteous "Please" especially at the end of the statement is "Tell". | Circle or Mark **Asking** **Telling**

2 | And, what level of animation do you display? If it is your intent to hide your feelings from other than close contacts-controlled. If you are open to animated conversations with mostly all-animated. | Circle or Mark **Controlled** **Animated**
Animated means emoting easily with smiles or frowns and use of hand and arm movements to emphasize.

3 Look at your choices circled and find your pair in one of the four blocked areas below. Read the information contained to see if it mostly fits you in non-play situations. The description is not necessarily about how you act most of the time. If it is not a fit, read other blocks and change your choice or choices.

C O N T R O L L E D

Asking - Controlled 25%	**Telling - Controlled** 25%
Persons exhibit a cautious approach to living and their reaction time is slow, tending to reject involvement. They are logical fact oriented and concerned with the historical time frame. Decisions are logical supporting principles and thinking and they offer evidence with service. Their search for more includes new experiences and decisions made for their own benefit are not viewed as a decisions at all. Decisions made that others will rely on are always subject to change as they continue to seek more information.	Persons exhibit a direct approach to living and their reaction time is swift, tending to reject inaction. They are task oriented and they are concerned about now In problem solving, they offer logical options with probabilities while seeking decisions and action. They organize that which is important to them. They are impressed by deeds and actions and not necessarily by status or titles. They frequently view dissent as a way to learn and seldom hold grudges.

A S K I N G

Asking – Animated 25%	**Telling – Animated** 25%
Persons exhibit supportive action in leading or aiding others and are unhurried in responding to events seeking to avoid conflict. They are people oriented and concerned with the current time frame. In problem solving, they offer guarantees with assurance supporting feelings and relationships. They want both work and recreation organized. If a decision made by them is challenged, they will take it personally-will carry a grudge. They are very good receptors, often subconsciously, of non-verbal and verbal signals. The key word that describes this style is harmony.	Persons often exhibit impulsive actions reacting rapidly to events while avoiding isolation. They are action oriented while seeking approval of others and with a minimum concern for routine. In problem solving, they offer testimony with incentives to achieve their objectives. They must be around others. When they communicate one on one, they must see the reaction of others to what they say as it is being said so as not to miss any part of the non-verbal reaction to their words. When leading, they seem to view suggestions or options as criticism and a personal attack.

T E L L I N G

A N I M A T E D / E M O T I N G

Circle or mark to answer 4 and 5 below: **(5 is to the right)**

4 | I. Do you prefer working with: a. People and Things   b. Thoughts and ideas
ii. Does being with many like persons: a. Energize you   b. Tire you

5 | When you are with a small group receiving instruction on a topic, do you generally want to: a. Hold your questions to the end   b. Interrupt with questions or ideas