

#	Statement	Response
1	I feel the need to be frequently busy and productive.	
2	When I have made a decision, I act immediately/very soon after making the decision.	
3	I am a “go with the flow” person and able to be flexible when unexpected situations occur.	
4	I use data to search for patterns and connections.	
5	I arrange things, people or ideas in the most efficient/productive way possible.	
6	I am able to take charge and share my views with others.	
7	I believe that everything happens for a reason, and see the connections between people and/or things.	
8	I reflect on the past or history to understand or make better decisions in the present.	
9	I consider meaningful work to be of greater value than work that provides security, prestige and/or good pay.	
10	I explain ideas to others either by public speaking, writing, talking, or through metaphor/stories.	
11	I see the potential in others and enjoy helping them reach their potential.	
12	I envision what the future could hold.	
13	I treat all people the same and by the same rules.	
14	I like to compete with others and strive to win.	
15	I am able to see through others’ point of view, and help find the right phrases to express others’ feelings.	
16	I come up with new ideas and/or look for connections between ideas.	
17	When making a decision, I first identify and weigh the risks of all the options and then make my decision.	
18	I identify and nurture the talents and strengths of others.	
19	I look for areas of agreement and/or compromise to achieve harmony with others or in a group.	
20	I collect information about a topic that interests me.	
21	I establish a routine or timeline to stay focused on my tasks and stay in control.	
22	I rely on myself to make decisions due to the confidence in my abilities and judgment.	
23	I look for ways to make others feel included in a group.	
24	I spend time alone to think about topics or ideas that are of interest to me.	
25	I set and accomplish goals for myself and keep others on point with their goals.	
26	I desire to be known and appreciated for my unique strengths.	
27	I am able to see what is unique about a person, and have a talent for figuring out how people who are different can work together productively.	
28	I learn for the sake of learning.	
29	I take ownership for anything I commit to doing, and feel the need to make it up to someone if I do not deliver on my responsibility or promise.	
30	I am able to win others over and make connections with new people.	
31	I see the positive in most situations.	
32	When making a decision, I strategize by thinking of possible scenarios, seeing potential obstacles, and picking the best path.	
33	I identify problems and solve them.	
34	I like to be known as being exceptional.	
35	I seek or enjoy having close relationships with the people I work with in a group or job.	
36	I predict future trends or possibilities.	

NETWORKING **STYLE** **ASSESSMENT**

Next to each statement put the corresponding number response:

9 - Always True

6 - Often True

3 - Occasionally True

1 - Rarely True/Not True

	Response		Response		Response		Response		Response		Response		Response		Response		Response		Row Total
1		5		9		13		17		21		25		29		33			A
2		6		10		14		18		22		26		30		34			B
3		7		11		15		19		23		27		31		35			C
4		8		12		16		20		24		28		32		36			D

- A - EXECUTER
- B - INFLUENCER
- C - RELATIONSHIP-BUILDER
- D - STRATEGIC THINKER