

# Communication Style Profile

**Directions:** As you read each statement that follows, think of the way you *actually* communicate, not about what you should do or wish you would do. If the statement describes the way you communicate most of the time, mark an “A.” If the statement does not describe the way you communicate most of the time, mark a “B.” You must mark either an **A** or a **B** for each statement.

- \_\_\_ 1. I am direct, straightforward, frank, and spontaneous when I talk.
- \_\_\_ 2. I tend to give my opinions on issues openly.
- \_\_\_ 3. I do not tell others about my personal feelings.
- \_\_\_ 4. I tend to say what I think, and I expect the other person to do the same.
- \_\_\_ 5. I tend to be a “tell-it-like-it-is” person.
- \_\_\_ 6. I tend to avoid long discussions that involve a lot of details.
- \_\_\_ 7. I tend to say what I have to say in as few words as possible.
- \_\_\_ 8. I tend to make a lot of “you should” statements.
- \_\_\_ 9. There is a right way and a wrong way to do most things.
- \_\_\_ 10. I tend to be impatient when listening to others.
- \_\_\_ 11. If I think my friend is making a mistake, I will tell him or her what I think.
- \_\_\_ 12. I don’t like to argue a position, but if I’m sure I’m right, it is important that the other person know he or she is wrong.
- \_\_\_ 13. I will interrupt a person who is talking too much.
- \_\_\_ 14. If I receive a lengthy email, I usually read only the first and last paragraphs and skim over the rest.
- \_\_\_ 15. The first thing I think of is usually what I say.
- \_\_\_ 16. If I observe an irritating habit, I tend to tell the other person about it.
- \_\_\_ 17. I like to deal with the “big picture” and let others deal with the details.
- \_\_\_ 18. I will tell my friend if he or she has bad breath.
- \_\_\_ 19. I admire people who say exactly what they think.
- \_\_\_ 20. I get irritated with people who are not decisive.
- \_\_\_ 21. I think words are very important, and I enjoy using them.
- \_\_\_ 22. I really like to sit and talk with other people.

- \_\_\_23. I view argumentation as a constructive activity.
- \_\_\_24. I enjoy debating and discussing different issues.
- \_\_\_25. Instead of just telling someone my opinion, I tend to lead the person through a series of questions and answers to help him or her reach or understand my conclusion.
- \_\_\_26. I am very exact and detailed when I tell someone how to go about doing something.
- \_\_\_27. Sometimes it appears that people tune me out when I am talking.
- \_\_\_28. I tend to give other people advice on what they should do.
- \_\_\_29. In any given situation, there are usually many alternatives from which to choose.
- \_\_\_30. I have an excellent ability to recall details.
- \_\_\_31. I enjoy analyzing all of the various aspects and details in a given situation.
- \_\_\_32. I tend to explain things by using anecdotal stories and hypothetical situations.
- \_\_\_33. I often provide lengthy historical reviews of events and am able to provide names, dates, and the details involved.
- \_\_\_34. I tend to make “if-then-therefore statements” (if this happens, then this will happen, therefore we should...).
- \_\_\_35. I seldom make absolute or final statements (e.g. “This will never happen.”)
- \_\_\_36. I enjoy discussing abstract or philosophical concepts.
- \_\_\_37. I get irritated with people who make quick decisions without analyzing all of the details.
- \_\_\_38. I enjoy trying to persuade another person to accept a position that I support.
- \_\_\_39. I tend to use a lot of descriptive adjectives and clauses in my written and oral communication.
- \_\_\_40. Sometimes I am accused of repeating myself.
  
- \_\_\_41. I am willing to listen to another person, but I really don’t like to give advice on what to do.
- \_\_\_42. I share my personal feelings with others.
- \_\_\_43. Other people tend to tell me their problems.
- \_\_\_44. I often feel frustrated because I don’t actually say what I really feel.
- \_\_\_45. I am polite, supportive, and warm when I talk.
- \_\_\_46. I will withhold my opinion if I feel expressing it will generate conflict.
- \_\_\_47. I like to reflect on things for a while before making a final decision.

- \_\_\_48. Other people tend to interrupt me when I am speaking.
- \_\_\_49. I will laugh at an unfunny joke to make the joke teller feel better.
- \_\_\_50. I will simply keep quiet rather than say something that will hurt the other person's feelings.
- \_\_\_51. I have very good ideas, but my suggestions are often ignored.
- \_\_\_52. I do not respond to another person who is angry.
- \_\_\_53. I would not tell my friend that he or she has bad breath.
- \_\_\_54. I try to show the other person that I am listening by nodding my head and saying, "yes, I see," "uh-huh" and so on.
- \_\_\_55. I tend to be very patient person.
- \_\_\_56. Sometimes I indicate that I agree with the other person even though I really don't.
- \_\_\_57. I am usually soft-spoken.
- \_\_\_58. I will tell the other person what he or she wants to hear instead of what I really believe to avoid conflict.
- \_\_\_59. I don't feel obligated to state my opinion when I am talking with someone with whom I disagree.
- \_\_\_60. I tend to "give in" more than other people, and sometimes it bothers me.

Source: Profile from I Wish I'd Said That! By Linda McCallister, Ph.D copy 1992. FOR CLASSROOM USE ONLY.

## Scoring

Give yourself **1 point** for each **A** on items 1 through 20.

This is your **Noble** score.

Total number of **Noble** points: \_\_\_\_\_

Give yourself **1 point** for each **A** on items 21 through 40.

This is your **Socratic** score.

Total number of **Socratic** points: \_\_\_\_\_

Give yourself **1 point** for each **A** on items 41 through 60.

This is your **Reflective** score.

Total number of **Reflective** points: \_\_\_\_\_

## Chart Your Score

20  
19  
18  
17  
16  
15  
14  
13  
12  
11  
10  
9  
8  
7  
6  
5  
4  
3  
2  
1

---

**NOBLE**

**SOCRATIC**

**REFLECTIVE**