**WORK CARD 5**

IN WHAT WAY DO YOU COMMUNICATE? - TEST

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| Notes for the trainer:  Give out the questionnaire as a task to complete after workshops. Talk about the results with the group at the next workshop. |

The quality of your relations with people depends to a large extent on your style of communication. The following test will help you analyse your own way of speaking and listening. Answer "YES" or "NO" to each question.

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| 1 | In your opinion going through a crisis without showing any emotions is a sign of inner strength? | YES/NO |
| 2 | Do you interrupt people often to correct their mistakes? | YES/NO |
| 3 | Does it annoy you when someone tries to cheer you up? | YES/NO |
| 4 | If you ask someone to do something, and someone did something wrong, do you blame him? | YES/NO |
| 5 | Is it often that you are the only person who maintains a conversation when others have little to say? | YES/NO |
| 6 | Are you proud of your ability to deal with people? | YES/NO |
| 7 | Are you angry with polite behaviour because you think people should say what they think? | YES/NO |
| 8 | When you are in a bad mood, happy company makes you feel even worse? | YES/NO |
| 9 | Do you always try to speak with belief, even if you are not sure about something? | YES/NO |
| 10 | Do people who like to analyse their behaviour cause you impatience? | YES/NO |
| 11 | Do you think that your feelings are too deep for you to share them with someone? | YES/NO |
| 12 | Do you often take stop mid word when you think you might offend someone? | YES/NO |
| 13 | If you want to persuade others to change their mind, do you do it diplomatically, avoiding putting things straight? | YES/NO |
| 14 | If someone points out a mistake, does it irritate you and at all costs do you try to prove that you are right? | YES/NO |
| 15 | Is it easy for you to discuss your own personal matters with others? | YES/NO |
| 16 | Do people talking about their feelings perplex you? | YES/NO |
| 17 | If someone asks "What's up?", Do you think that this interest is fake? | YES/NO |
| 18 | Is it often difficult to admit your mistake? | YES/NO |
| 19 | Do you think that most people use those who are nice to them? | YES/NO |
| 20 | Do you value impeccable manners, even in very difficult conditions? | YES/NO |
| 21 | When something moves or worries you, do you want to tell someone right away? | YES/NO |
| 22 | Is it important for you not to be considered a naive person? | YES/NO |
| 23 | Are you proud of the fact that you can deal with serious difficulties without a complaint? | YES/NO |
| 24 | Do you feel offended when your partner asks you for some silence? | YES/NO |
| 25 | Do you often try to express your opinion first in a matter that has been raised in a conversation? | YES/NO |
| 26 | Do you like to make provocative comments? | YES/NO |
| 27 | Do you think that unceremonious way of speaking usually brings more harm than good? | YES/NO |
| 28 | Are you quickly bored when people talk about matters that do not directly concern you? | YES/NO |
| 29 | Do you often feel that no one understands what you are going through? | YES/NO |
| 30 | Are you often the focus of attention at the party? | YES/NO |
| 31 | Do you think that conversation is an opportunity to test your own audacity for others? | YES/NO |
| 32 | If your partner's views differ from yours, do you try to get him to change them? | YES/NO |
| 33 | Do you think that people should stop their fears for themselves? | YES/NO |
| 34 | Do you think it's impossible for you to keep something secret? | YES/NO |
| 35 | If people annoy you, you ignore them, punishing them this way? | YES/NO |
| 36 | If your friend is unhappy, would you suggest going to the cinema instead of talking about problems? | YES/NO |
| 37 | If you have a problem, do you think about it, even if you are in a nice meeting? | YES/NO |
| 38 | Does it annoy you at social events if someone speaks autocratically about a topic? | YES/NO |
| 39 | Do you care if you're liked? | YES/NO |
| 40 | Do you feel hurt when someone asks you what you think or feel? | YES/NO |
| 41 | Do you think that if someone loves you, he should know in advance what makes you happy and what is unpleasant? | YES/NO |
| 42 | When you are in a bad mood, do you demonstrate it in words and behaviour? | YES/NO |
| 43 | Will you do anything not to cry and show sadness? | YES/NO |
| 44 | When you are alone at home in the evening, do you spend most of your time on the phone? | YES/NO |
| 45 | Are you annoyed when others give you advice? | YES/NO |
| 46 | Do you think that you are responsible for making others feel happy with you? | YES/NO |
| 47 | Do you often come to the conclusion that others are oversensitive? | YES/NO |
| 48 | Do you show impatience when the interlocutor, in your opinion, transfers information that interests you too slowly (eg you hurry him)? | YES/NO |

**TEST RESULTS: WHAT IS YOUR STYLE?**

Answers to the questions are to help you determine the type of listener and speaker you are. Six types have been distinguished: aggressor, chatterbox, omniscient, malcontent, silent , diplomat. Nobody has only one type of traits, tendencies in the direction of two or three are much more common.

Summarise the affirmative answers to the following questions:

Aggressor:

questions 4, 7, 17, 19, 22, 26, 31.48

Omniscient:

questions 2, 9, 14, 18, 25, 32, 38, 45

Malcontent:

questions 3, 8, 11, 15, 29, 35, 37, 42

Chatterbox:

questions 5, 21, 24, 28, 30, 34, 44, 46

Silent:

questions 1, 10, 16, 23, 33, 36, 40, 43

Diplomat:

questions 6, 12, 13, 20, 27, 39, 41, 47

point scale

* 6 and more - your character closely matches this type
* from 3 to 5 - your character has features of this type

What is your style of communication?

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| AGGRESSOR: Conversation is a kind of a duel for you, in which you try to win.  Positive features: If you're dealing with something you have to do yourself, an aggressive approach can work in your favour.  Negative features: You may have problems in challenging jobs. Aggression often causes withdrawal in others. |

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| OMNISCIENT: You have a good view of everything and you like the last word to belong to you. You are happy to speak.  Positive features: In matters you know about, you solve problems with amazing speed and confidence. You have the gift of persuading others.  Negative traits: Coercion to always have an answer to everything can interfere with your contacts with people. You can be perceived as an exalted person. People feel satisfaction when the all-witted man is mistaken. By saying "I do not know", "you are right" you show your maturity. |

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| MALCONTENT: You feel strong emotions that you rarely express in words. Probably you often wonder why no one understands what is bothering you.  Positive features: People feel bad in the company of a malcontent, so they try to make them feel better, for example, comforting them.  Negative features: Variable moods make people avoid such people. Almost no one would want a malcontent for the boss. |

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| CHATTERBOX: You are tempted to fill every moment of silence with words. You are inclined to personal outpourings.  Positive features: You are a social person, you can make others feel good in your company. Often you are the person who in the company of the first one breaks the ice.  Negative traits: People who keep talking are not taken seriously. Chatter does not always go hand in hand with the ability to listen. |

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| SILENT: You are reluctant to talk about your weaknesses and doubts. As a result, people perceive you as a trustworthy person.  Positive features: By the environment you are considered a rock. People in your company feel safe.  Negative traits: Suppressing one's feelings may make it difficult for others to understand them. People will eventually treat you as a strong person, because you make an impression and expect more from you than you can offer. You may have difficulties in establishing intimate relationships with others. Depriving yourself off the possibility of spontaneous reaction, stress paralyses you. |

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| DIPLOMAT: You avoid openly speaking about desires and feelings. You are polite, listen carefully.  Positive features: You rarely get angry with people and it is easy for you to control them. You are patient, you deal well with conflict situations  Negative features: Your slow pace of action can irritate some people. Remember that mutual honesty is important in dealing with people. |