

Personality styles – analyse your results

Circle the letter that responds to each question from your quiz. Count up the responses to the four specific working styles: driver, expressive, amiable, and analytical. Record at the bottom of this sheet how many of each type you have.

1. A. Driver B. Amiable C. Analytical D. Expressive	7. A. Analytical B. Driver C. Expressive D. Amiable	13. A. Analytical B. Expressive C. Driver D. Amiable
2. A. Analytical B. Driver C. Amiable D. Expressive	8. A. Expressive B. Analytical C. Amiable D. Driver	14. A. Analytical B. Expressive C. Amiable D. Driver
3. A. Amiable B. Expressive C. Analytical D. Driver	9. A. Amiable B. Analytical C. Driver D. Expressive	15. A. Expressive B. Amiable C. Analytical D. Driver
4. A. Expressive B. Amiable C. Analytical D. Driver	10. A. Driver B. Amiable C. Expressive D. Analytical	16. A. Analytical B. Driver C. Amiable D. Expressive
5. A. Analytical B. Expressive C. Amiable D. Driver	11. A. Amiable B. Driver C. Expressive D. Analytical	17. A. Driver B. Amiable C. Analytical D. Expressive
6. A. Amiable B. Driver C. Expressive D. Analytical	12. A. Analytical B. Amiable C. Expressive D. Driver	18. A. Amiable B. Analytical C. Driver D. Expressive

Total	
Driver	
Amiable	
Analytical	
Expressive	

Personality styles – what do they mean?

Personality Style	Key Traits	What they need to hear
Driver	• Decisive • Assertive • Determined • Competitive • Direct	• Tell the what and when first • Keep a fast pace • Be business like • Talk results
Amiable	• Supportive • Amiable • Relaxed • Patient • Empathetic	• Tell the why and who first • Ask instead of tell • Define expectations • Draw out their opinions
Expressive	• Motivating • Animated • Intellectual • Gregarious • Inspiring	• Tell the who first • Be enthusiastic • Talk about people and goals • Value feelings and opinions
Analyst	• Precise • Cautious • Analytical • Deliberator • Fault Finder	• Tell the how first • List pros and cons • Be accurate and logical • Provide details

What is your dominant style?

What is your secondary style?