


# What is your Communication Style?



Take this test to determine whether you are passive, aggressive, passive-aggressive or assertive.

Mark each statement that describes you with a  .

## Section A:

- I feel anxious, ignored, helpless, manipulated, angry at myself and/or others.
- Other people see me as a pushover and that I don't know what I want or how I stand on an issue.
- If I get my own way, it is by chance.
- I am inhibited.
- I allow others to choose and make decisions for me.
- I am emotionally dishonest.
- Others feel guilty or superior and frustrated with me.
- I am indirect and deny myself.
- My underlying belief is that I should never make someone uncomfortable or displeased except myself.
- The outcome is that others achieve their goals at my expense. My rights are violated.

## Section B:

- I feel confused, unclear on how to feel, I'm angry but not sure why. Later I sometimes feel guilty.
- I manipulate others to choose my way.
- If I don't get my way I'll make snide comments or pout and be the victim.
- Other people view me in an exchange as someone they need to protect themselves from and they fear being manipulated and controlled.
- I am self-enhancing but not straight forward about it.
- In win-lose situations I will make the opponent look bad or make sure I win.
- Others feel confused, frustrated, not sure who you are or what you stand for or what to expect next.
- I appear honest but underlying comments confuse the situation.
- My underlying belief is that I need to fight to be heard and respected. If that means I need to manipulate, be passive or aggressive, so be it.
- The outcome is that the goal is avoided or ignored as it causes such confusion or the outcome is the same as with an aggressive or passive style.

**Section C:**

- \_\_\_\_\_ I choose and make decisions for others.
- \_\_\_\_\_ I am brutally honest.
- \_\_\_\_\_ Others view me in the exchange as angry, vengeful, distrustful and fearful.
- \_\_\_\_\_ I am direct and forceful.
- \_\_\_\_\_ Others feel humiliated, defensive, resentful and hurt around me.
- \_\_\_\_\_ I'll participate in a win-lose situation only if I'll win.
- \_\_\_\_\_ I demand my own way.
- \_\_\_\_\_ I feel righteous, superior, and controlling; later I may feel guilty.
- \_\_\_\_\_ My underlying belief system is that I have to put others down to protect myself.
- \_\_\_\_\_ The outcome is usually that my goal is achieved at the expense of others. My rights are upheld but others are violated.

**Section D:**

- \_\_\_\_\_ I choose and make decisions for me.
- \_\_\_\_\_ I am sensitive and caring with my honesty.
- \_\_\_\_\_ I am direct.
- \_\_\_\_\_ I am self-respecting, self-expressive and straightforward.
- \_\_\_\_\_ I convert win-lose situations to win-win ones.
- \_\_\_\_\_ I am willing to compromise and negotiate.
- \_\_\_\_\_ I feel confident, self-respecting, goal-oriented, and valued. Later I may feel a sense of accomplishment.
- \_\_\_\_\_ Others feel valued and respected.
- \_\_\_\_\_ Others view me with respect, trust and understand where I stand.
- \_\_\_\_\_ My rights and others are respected.

Add up the results for each section.

**Section A:** \_\_\_\_\_      **Section B:** \_\_\_\_\_      **Section C:** \_\_\_\_\_      **Section D:** \_\_\_\_\_

The section with the highest total is your primary communication style. **Section A** is passive communication. **Section B** is passive-aggressive. **Section C** is aggressive. **Section D** is assertive communication.

What is your primary communication style? Explain, using examples, why you agree or disagree with these results.

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