STYLE RECOGNITION SCORE SHEET

Person Being Profiled: _____

LUMIERE

Circle the number or letter that best represents how you perceive this person on each of these scales. Then total the number of letters and numbers you have circled.

go along			take charge	cold			warm		
D	C	B	A	1	2	3	4		
quiet			talkative	calm			excitable		
D	C	B	A	1	2	3	4		
supportive			challenging	reserved			animated		
D	C	B	A	1	2	3	4		
compliant			dominant	task-oriented			people-oriented		
D	C	B	A	1	2	3	4		
asks questions			makes statements	eyes serious			eyes friendly		
D	C	B	A	1	2	3	4		
co-operative			competitive	talks business			shares feelings		
D	C	B	A	1	2	3	4		
conflict-averse			comfortable with conflict	reserved			outgoing		
D	C	B	A	1	2	3	4		
deliberative			decisive	uses facts			uses opinions		
D	C	B	A	1	2	3	4		
accepting			confronting	controls emotions			shows emotions		
D	C	B	A	1	2	3	4		
tentative			certain	non-responsive			responsive		
D	C	B	A	1	2	3	4		
cautious			takes risks	closed			open		
D	C	B	A	1	2	3	4		
___	___	___	___	___	___	___	___		

Estimated Interpersonal Style: ___ - ___ (_____)

Calculation: Total each column. For each of the two sets (A-D and 1-4), consider all four totals. Determine the weighted average (which is not necessarily the largest number). Examples:

D	C	B	A	1	2	3	4
4	2	5	0	0	5	4	2