

Questionnaire (Simon) - Part A

I perceive the subject (myself or other) as:

- | | | | |
|-----------------------|---|---|-------------------|
| Quiet..... | | | Talkative |
| 0 | 1 | 2 | 3 |
| | | | |
| Slow to decide..... | | | Fast to decide |
| 0 | 1 | 2 | 3 |
| | | | |
| Going along..... | | | Taking charge |
| 0 | 1 | 2 | 3 |
| | | | |
| Supportive..... | | | Challenging |
| 0 | 1 | 2 | 3 |
| | | | |
| Compliant..... | | | Dominant |
| 0 | 1 | 2 | 3 |
| | | | |
| Deliberate..... | | | Spontaneous |
| 0 | 1 | 2 | 3 |
| | | | |
| Asking questions..... | | | Making statements |
| 0 | 1 | 2 | 3 |
| | | | |
| Cooperative..... | | | Competitive |
| 0 | 1 | 2 | 3 |
| | | | |
| Avoiding risks..... | | | Taking risks |
| 0 | 1 | 2 | 3 |
| | | | |
| Slow, studied..... | | | Fast-paced |
| 0 | 1 | 2 | 3 |
| | | | |
| Cautious..... | | | Carefree |
| 0 | 1 | 2 | 3 |
| | | | |
| Indulgent..... | | | Firm |
| 0 | 1 | 2 | 3 |
| | | | |
| Nonassertive..... | | | Assertive |
| 0 | 1 | 2 | 3 |
| | | | |
| Mellow..... | | | Matter-of-fact |
| 0 | 1 | 2 | 3 |
| | | | |
| Reserved..... | | | Outgoing |
| 0 | 1 | 2 | 3 |
| | | | |
| Realistic..... | | | Imaginative |
| 0 | 1 | 2 | 3 |

Questionnaire (Simon) - Part B

I perceive the subject (myself or other) as:

Closed Open
0 1 2 3

Deliberate Impulsive
0 1 2 3

Using facts Using opinions
0 1 2 3

Formal Informal
0 1 2 3

Unemotional..... Emotional
0 1 2 3

Hard to know Easy to know
0 1 2 3

Cool Warm
0 1 2 3

Calm Excitable
0 1 2 3

Poker-faced Animated
0 1 2 3

Task-oriented People-oriented
0 1 2 3

Cautious Spontaneous
0 1 2 3

Nonresponsive Responsive
0 1 2 3

Serious Humorous
0 1 2 3

Methodical Impulsive
0 1 2 3

Intense Lighthearted
0 1 2 3

Individualistic..... Team-oriented
0 1 2 3

Questionnaire (Simon) - Scoresheet

Assertiveness: *From Part A, add up the scores and **divide by 3**; A =*

Responsiveness: *From Part B, add up the scores and **divide by 3**; R =*

To plot your behavioral style:

- begin at the zero in the lower left-hand corner
- move **up** to the number you have for Assertiveness (A)
- move **right** to the number you have for Responsiveness (R)

