**Gravitas and impact style**

This quiz aims to help identify the styles you use most or least. It would be helpful if you could complete it before the **Building Confidence and Impact** session on **March 3, 2021**.

Listed below are some statements about different behaviours. Indicate how much these describe you or are true for you, by scoring them from 0-4 in the space beside each statement. There are no right or wrong answers.

The numbers 0-4 represent the following ratings:

0 = never true for me

1 = hardly ever true for me

2 = sometimes true for me

3 = fairly often true for me

4 = frequently if not always true

**Questions**

|  |  |  |
| --- | --- | --- |
| 1 | My focus is on productivity, achieving goals and targets |  |
| 2 | Taking care of my people takes priority over tasks at hand |  |
| 3 | I’m comfortable with power and I seek higher positions |  |
| 4 | I expect to be promoted on the merit of my work and reputation |  |
| 5 | I like change, anything new and different, lots of options, choices |  |
| 6 | I’m more comfortable following tried and tested procedures |  |
| 7 | I like a good challenge and enjoy working by myself, independently |  |
| 8 | I’m a great team player and enjoy the comfort of working in a group |  |
| 9 | I love to make decisions, take risks and act from gut instinct |  |
| 10 | I like to seek everyone’s views and gather information before deciding |  |
| 11 | Inventing new solutions and dreaming up new strategies excites me |  |
| 12 | I love nothing better than problem solving |  |
| 13 | Competition motivates me and brings out my best qualities |  |
| 14 | I never feel qualified enough, despite years of study and experience |  |
| 15 | I don’t like rules, punishment or being managed |  |
| 16 | I prefer set procedures, routines and satisfying clear requirements |  |
| 17 | I need to be in control and prefer to have my own project or area |  |
| 18 | I love camaraderie, everyone getting along and working together |  |
| 19 | Its not what you know, its who you know that counts |  |
| 20 | Friendly relationships and loyal camaraderie are what I value and trust |  |

Add up all your scores for all odd number statements. Total =

Add up all your scores for all even number statements. Total =