





Influencing Styles Grid

Step 3



Transfer the 'Row Totals' from the Step 2 Scoring Page to this Step 3 Grid. If you Had written '6' as the total of the row of statements 1, 13, 25, 37, 49, and 61, then write a '6' in the box under 'Proposing'.

Name	 PUSH					PULL 					MOVING AWAY	
	Persuading		Asserting			Bridging			Attracting			
	Proposing	Reasoning	Stating Expectations	Evaluating	Applying Incentives & Pressures	Involving & Supporting	Listening	Disclosing	Visioning	Finding Common Ground	Disengaging	Avoiding