



Influencing Styles Scoring



Step 2

Name: _____

Date: _____

Please enter a score 1, 2, 3, 4, or 5 and answer every question.
1 is rare, 5 is frequent.

Row Totals:

1.		13.		25.		37.		49.		61.		
2.		14.		26.		38.		50.		62.		
3.		15.		27.		39.		51.		63.		
4.		16.		28.		40.		52.		64.		
5.		17.		29.		41.		53.		65.		
6.		18.		30.		42.		54.		66.		
7.		19.		31.		43.		55.		67.		
8.		20.		32.		44.		56.		68.		
9.		21.		33.		45.		57.		69.		
10.		22.		34.		46.		58.		70.		
11.		23.		35.		47.		59.		71.		
12.		24.		36.		48.		60.		72.		

Transfer the totals of each row above on to the Influencing Grid. The total of Row 1 above, corresponds to column 1 of the grid. Complete the columns from left to right.