

## Exercise 3 - APPENDIX 1

**QUESTIONNAIRE**

- 1. A client wrongly accuses you of gossiping, how do you respond?**
  - A. I am very annoyed but prefer to avoid conflict.
  - B. I take it up with the client and explain myself.
  - C. I deny it. The client is just having a bad day, I'll let it blow over.
  
- 2. It's your birthday and your partner organises a surprise party. However, you absolutely loathe surprises and have made that very clear.**
  - A. I don't know how to behave.
  - B. I say very clearly, "don't you know that I don't like surprises?"
  - C. I don't let my discontent show, after all his intentions are good.
  
- 3. I am following a training course through work. My car just broke down so I will be late.**
  - A. I will wait until the break to speak to the educator and only after the break will I take part in the training course.
  - B. I knock, apologise and introduce myself briefly.
  - C. I sneak into the room quietly and take a seat at the back so that I don't disturb anyone or draw attention to myself.
  
- 4. Which situation applies to you?**
  - A. I don't like to draw attention to myself.
  - B. I like to take initiative and defend my opinion.
  - C. I need regular validation.
  
- 5. If I were an animal, I would be:**
  - A. A horse (follows and stays with the herd).
  - B. A tiger (goes straight for the target).
  - C. A dog (faithful and loyal).

**Exercise 3 - APPENDIX 1****6. When I was a child ...**

- A. ... I had a lot of friends.
- B. ... I had 1 best friend.
- C. ... I had a small group of friends.

**7. My partner or close friends would describe me as:**

- A. A thinker.
- B. A risk-taker.
- C. A doer.

**8. On my day off, I turn my attention to:**

- A. Catching up on household tasks.
- B. Yes! Me time at last.
- C. My mother has just moved house, she asked for my help. I'm going to help her.

**9. Your best friend is about to get married, you are asked to organise a hen party:**

- A. I love it when someone else takes the lead and assigns me different tasks.
- B. I enjoy taking the lead and organising something fun.
- C. I prefer to stay in the background. It's going to be way too busy anyway.

**10. If someone borrows something from you and doesn't return it at the previously agreed upon time, do you speak to them about it?**

- A. Only if I need it myself.
- B. Of course, agreements are agreements.
- C. That person must have forgotten the date. They will surely return it soon.