

Style Under Stress™ Test

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| T F | 1. At times I avoid situations that might bring me into contact with people I'm having problems with. |
| T F | 2. I have put off returning phone calls or e-mails because I simply didn't want to deal with the person who sent them. |
| T F | 3. Sometimes when people bring up a touchy or awkward issue I try to change the subject. |
| T F | 4. When it comes to dealing with awkward or stressful subjects, sometimes I hold back rather than give my full and candid opinion. |
| T F | 5. Rather than tell people what I'm thinking, sometimes I rely on jokes, sarcasm, or snide remarks to let them know I'm frustrated. |
| T F | 6. When I've got something tough to bring up, sometimes I offer weak or insincere compliments to soften the blow. |
| T F | 7. In order to get my point across, I sometimes exaggerate my side of the argument. |
| T F | 8. If I seem to be losing control of a conversation, I might cut people off or change the subject in order to bring it back to where I think it should be. |
| T F | 9. When others make points that seem stupid to me, I sometimes let them know it without holding back at all. |
| T F | 10. When I'm stunned by a comment, sometimes I say things that others might take as forceful or attacking—terms such as "Give me a break!" or "That's ridiculous!" |
| T F | 11. Sometimes when things get a bit heated I move from arguing against others' points to saying things that might hurt them personally. |
| T F | 12. If I really get into a heated discussion, I've been known to be tough on the other person. In fact, they might even feel a bit insulted or hurt. |
| T F | 13. When I'm discussing an important topic with others, sometimes I move from trying to make my point to trying to win the battle. |
| T F | 14. In the middle of a tough conversation, I often get so caught up in arguments that I don't see how I'm coming across to others. |
| T F | 15. When talking gets tough and I do something hurtful, I'm quick to apologize for my mistakes. |
| T F | 16. When I think about a conversation that took a bad turn, I tend to focus first on what I did that was wrong rather than focus on others' mistakes. |
| T F | 17. When I've got something to say that others might not want to hear, I avoid starting out with tough conclusions, and instead start with facts that help them understand where I'm coming from. |