STYLE RECOGNITION SCORE SHEET

Person Being Profiled: _____

LUMIERE

Circle the number or letter that best represents how you perceive this person on each of these scales. Then total the number of letters and numbers you have circled.

go along			take charge		cold			warm
D	C	B	A		1	2	3	4
quiet			talkative		calm			excitable
D	C	B	A		1	2	3	4
supportive			challenging		reserved			animated
D	C	B	A		1	2	3	4
compliant			dominant		task-oriented			people-oriented
D	C	B	A		1	2	3	4
asks questions			makes statements		eyes serious			eyes friendly
D	C	B	A		1	2	3	4
co-operative			competitive		talks business			shares feelings
D	C	B	A		1	2	3	4
conflict-averse			comfortable with conflict		reserved			outgoing
D	C	B	A		1	2	3	4
deliberative			decisive		uses facts			uses opinions
D	C	B	A		1	2	3	4
accepting			confronting		controls emotions			shows emotions
D	C	B	A		1	2	3	4
tentative			certain		non-responsive			responsive
D	C	B	A		1	2	3	4
cautious			takes risks		closed			open
D	C	B	A		1	2	3	4
___	___	___	___		___	___	___	___

Estimated Interpersonal Style: ___ - ___ (_____)

Calculation: Total each column. For each of the two sets (A-D and 1-4), consider all four totals. Determine the weighted average (which is not necessarily the largest number). Examples:

D	C	B	A		1	2	3	4
4	2	5	0		0	5	4	2