

## Which Type of NEGO Style Do I Apply?

Characteristic		Usually	Somewhat	Somewhat	Usually	Characteristic		Characteristic	Usually	Somewhat	Somewhat	Usually	Characteristic
Take-charge		1	2	3	4	Go-along	<input type="checkbox"/>	Dominant	1	2	3	4	Submissive
Spontaneous		1	2	3	4	Disciplined	<input type="radio"/>	Playful	1	2	3	4	Stiff
Leader		1	2	3	4	Follower	<input type="checkbox"/>	Assertive	1	2	3	4	Passive
Matter-of-fact		1	2	3	4	Dramatic	<input type="radio"/>	Methodical	1	2	3	4	Impulsive
Driving		1	2	3	4	Coasting	<input type="checkbox"/>	Bold	1	2	3	4	Hesitant
Outgoing		1	2	3	4	Ingrown	<input type="radio"/>	Emotional	1	2	3	4	Unemotional
Competitive		1	2	3	4	Cooperative	<input type="checkbox"/>	Controlling	1	2	3	4	Allowing
People oriented		1	2	3	4	Task oriented	<input type="radio"/>	Informal	1	2	3	4	Formal
Challenging		1	2	3	4	Supporting	<input type="checkbox"/>	Talkative	1	2	3	4	Quiet
Flamboyant		1	2	3	4	Proper	<input type="radio"/>	Planning	1	2	3	4	Doing
Intense		1	2	3	4	Mild	<input type="checkbox"/>	Confronting	1	2	3	4	Accepting
Responsive		1	2	3	4	Self-controlled	<input type="radio"/>	Warm	1	2	3	4	Cool
Forceful		1	2	3	4	Retiring	<input type="checkbox"/>	Tense	1	2	3	4	Relaxed
Permissive		1	2	3	4	Strict	<input type="radio"/>	Feeling	1	2	3	4	Thinking
Straightforward		1	2	3	4	Subtle	<input type="checkbox"/>	Active	1	2	3	4	Thoughtful
Close		1	2	3	4	Distant	<input type="radio"/>	Casual	1	2	3	4	Structured
<input type="checkbox"/>							<input type="radio"/>						

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