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2 Study based on the researchs of Merrill & Roger, "Personal Styles and Effective Performance - 1981" & Bolton&Bolton's "Social Style and Management - 1984" This document is prepared by Timur Tiryaki Basari Akademisi www.timurtiryaki.com Assertiveness = the degree to which a person's behaviors are seen by others as forceful or

Analytical Driver Red Blue

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1. Count the number of "ones" that you marked. Write that number in the Tally Box marked 1. Do the same with the numbers two, three, and four.

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By understanding individual styles you can also customize the way you negotiate and persuade them, for example by changing your style to be closer to theirs (and so seem more 'reasonable'). See also . Merrill, D. W. and Reid, R. H. (1999). Personal styles and effective performance. New York: CRC Press. TRACOM (1991).

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