

ATTITUDES TOWARD INTERACTING WITH PEOPLE



Read each statement carefully. Then circle T or F to indicate whether you believe the statement is true or false.

- T F 1. I often feel like telling people what I really think of them.
- T F 2. I would be uncomfortable in anything other than fairly conventional dress.
- T F 3. I enjoy being with people who are suave and sophisticated.
- T F 4. When in a new situation, I usually do what I see others doing.
- T F 5. In social situations, I often feel tense.
- T F 6. At times I am easily swayed by the opinions of others, and perhaps too open minded and receptive to other people's ideas.
- T F 7. I usually have trouble expressing what I think when there is an argument.
- T F 8. I don't like to be formal.
- T F 9. I feel I can handle myself pretty well in most social situations.
- T F 10. I like to meet new people.
- T F 11. I don't mind playing a role or pretending to like something I really don't like if it serves some good purpose.
- T F 12. I enjoy "putting people on" sometimes and playing conversation games.
- T F 13. I usually find it difficult to change someone else's opinion.
- T F 14. I like to do things that other people think as unconventional.
- T F 15. I enjoy being the host (or hostess) of a party.
- T F 16. I think a person should adapt his or her behavior to the group that he or she is with at the time.
- T F 17. I often find it difficult to get people to do me favors, even when I have the right to expect them to.
- T F 18. I would like to join several clubs.
- T F 19. I think it is important to learn obedience.
- T F 20. I like to avoid situations that do not permit me to do things my way.
- T F 21. Just the thought of giving a talk in public scares me.
- T F 22. I can fit in pretty easily with any group of people.
- T F 23. In general, I dislike nonconformists.
- T F 24. It is easy for me to persuade others.
- T F 25. I like to go to parties.
- T F 26. I prefer to listen to other people's opinions before I share my ideas.
- T F 27. When in a group of people, I have trouble initiating a conversation.
- T F 28. If I am with someone I do not like, I am usually diplomatic and do not express my real feelings.
- T F 29. I can recognize others' abilities.
- T F 30. I like to follow instructions and do what is expected of me.

Now total the number of A's and B's, and C's that you scored. If you have more A's than anything else, you are predominately a Type A. A score of mostly B's indicates strong Type B tendencies, and a majority of C's indicates you are basically a Type C.

IMPROVING COMMUNICATION SKILLS Handout 1

Scoring Analysis

Item	If your answer was	Letter	Item	If your answer was	Letter	Item	If your answer was	Letter
1	False	C	11	False	A	21	False	B
2	False	B	12	True	B	22	False	A
3	False	A	13	False	B	23	True	C
4	True	C	14	False	C	24	True	B
5	True	A	15	True	B	25	False	A
6	True	C	16	True	C	26	True	C
7	False	B	17	False	B	27	True	A
8	False	C	18	False	A	28	False	A
9	False	A	19	True	C	29	True	B
10	True	B	20	True	A	30	True	C

Type A Attitudes - Type A people are highly individualistic, strongly opinionated and have little patience with sham or pretense. People in this category are by nature frank and outspoken; they believe in saying what they think. They are uncomfortable in situations where they cannot be forthright and direct. They want to be themselves at all times and they expect others to do the same. Type A people are most successful in situations where they can select their associates. Type A people have many talents but lack interpersonal skills.

Type B Attitudes -Typically, Type B people are highly skilled in interpersonal relations. They get along well socially. They not only understand people but also enjoy them. Type B people function effectively in public.

Type C Attitudes-Type C people can get along with almost anybody. They do not like conflict.