

# Influencing Inventory Key

## Directions

1. For each statement in the Inventory, place your score (1-5) in the boxes below.
2. Then, add up the columns for your total scores for each style.

	1		2		3		4
	5		6		7		8
	9		10		11		12
	13		14		15		16
	17		18		19		20
	21		22		23		24
	25		26		27		28
	29		30		31		32
	33		34		35		36
	37		38		39		40

<b>Totals</b>				
	<b>Assertive</b>	<b>Passive</b>	<b>Concealed Aggressive</b>	<b>Openly Aggressive</b>

## Interpretation

Level	Assertive	Passive	Concealed Aggressive	Openly Aggressive
Very High	50	50	50	50
High	45	35	33	36
	40	30	28	31
Aver-Age	<b>38</b>	<b>28</b>	<b>25</b>	<b>28</b>
Low	35	25	22	25
	31	20	17	20
Very Low	12	12	12	12