



ZONE OF INFLUENCE™

Leadership Style PREDictor™ Survey

PRED = Productive • Relational • Engaging • Diplomatic

Focus • Impact • Transformation

Instructions: For each row below, rank the four descriptions from 1 to 4 — with 1 = most like me, and 4 = least like me.

Trait Set	Productive	Relational	Engaging	Diplomatic
I make decisions...	Quickly	After talking to others	Spontaneously	After thinking it through
I prefer work that is...	Goal-oriented	Involving people	Fun and flexible	Quiet and stable
In conversations I...	Get to the point	Focus on how people feel	Tell stories and jokes	Listen and stay neutral
My energy level is...	Intense	Steady	High and bouncy	Calm and low-key
My stress response is...	Take control	Worry about others	Avoid seriousness	Withdraw and internalize
I value...	Achievement	Loyalty and harmony	Freedom and fun	Peace and logic
People often describe me as...	Confident	Caring	Charismatic	Easygoing
I am most productive when...	I'm in charge	We work together	It's exciting	I have space and time
TOTAL				

Scoring Instructions: Add the total score for each column (lower = stronger trait).

Your lowest total is your dominant personality. The second lowest is your supportive personality.

For Quick Communicating, I prefer: (Rank order 1–3)

Phone Text Messaging Email

For Meetings, I prefer:

Phone Webinar (Zoom) In Person

Name:

Date:



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