

ASSESSING INTERACTIVE SKILLS

Listed below are a number of statements, which were made by participants in a meeting of managers.

In order to check on your interpretation of the behaviour analysis category definitions, please read each one and tick the category which you think fits the statement best.

1. "Let's start at page 7"

Building
Proposing
Giving Information
Testing Understanding.

2. "We're getting nowhere"

Giving Information
Defending/Attacking
Blocking/Difficulty Stating
Disagreeing.

3. "So, what you're saying is that we should get rid of him. Is that right?"

Seeking Information
Summarising
Testing Understanding
Open

4. "So now, it's MY fault is it? Well let me tell you this, it's about time you..."

Disagreeing
Proposing
Giving Information
Defending/Attacking

5. "I think Fred's idea would work if we included an additional form of access in the central area."

Building
Supporting
Proposing
Giving Information

6. **"I'm afraid that I'm not very good at financial problems so I'm going to need advice."**

Seeking Information

Open

Giving Information

Testing Understanding

7. **"I suggest that we consider the last point first."**

Building

Proposing

Giving Information

Testing Understanding

8. **"We're going round in circles."**

Giving Information

Defending/Attacking

Blocking/Difficulty Stating

Disagreeing

9. **"Can I just check that I've got this right? You want the first three by Monday."**

Testing Understanding

Summarising

Seeking Information

Open

10. **"Well, it could be attractive - even more so if we combined it with Joe's point about selection"**

Building

Supporting

Proposing

Giving Information