

SCENARIO 1: In a conflict where you are very charged / emotional:



0 1 2 3 4 5

A. You enjoy the "strategy" you are planning to win the challenge that the conflict gives you.

B. You enjoy the emotional relief and pleasure that you have you feel when everything is over.

C. You are worried and you are



thinking about how to think and do others feel.

D. You are afraid of how it will end, because you do not think the differences can to be solved without hurting anyone.

E. You think you can not do anything to solve the issue.

SCENARIO 2: Evaluate the following suggestions according to grade in which they represent you:



0 1 2 3 4 5

A. Life belongs to those who know how to win.

B. Winning a conflict is usually unlikely to happen.

C. No one has answers for everything, but we can all together fill in the puzzle of truth.

D. In the end, it is good to turn the other cheek (yes

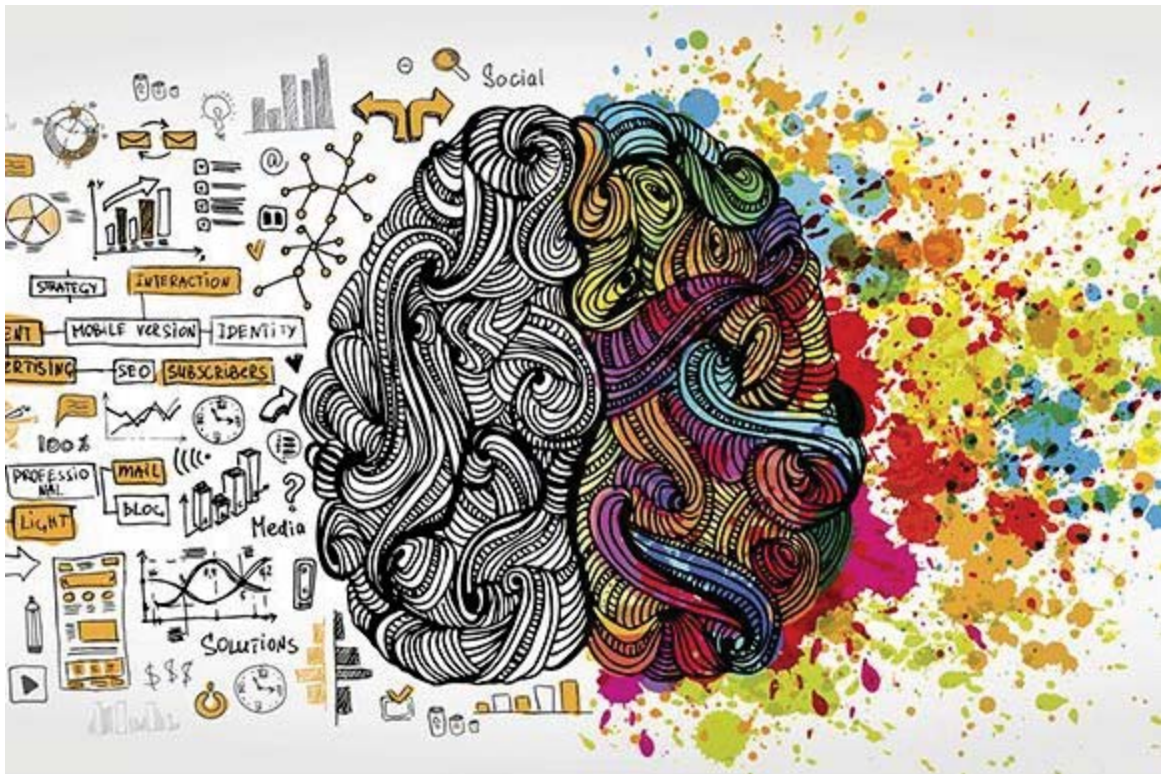


we recede).

E. It is an
unfortunate
effort to try to
convince a
man who is
stuck in the
opposite
view.



SCENARIO 3: What is the best result you expect from a conflict?



0 1 2 3 4 5

A. Through the conflict people learn that one point is stronger than all others and it must prevail.

B. Conflict helps to avoid extreme views and adopt finally an average solution.

C. The conflict clears the landscape and brings together results and results. What kind of guy are



you in the
clash? D.
Conflict
reduces self-
centeredness
and brings
people more
close.

E. The conflict
wakes you up
and throws
responsibility
where it
should.



SCENARIO 4: When in a conflict you are the person with the most power:



	0	1	2	3	4	5
A. Make your opinion more correct.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
B. Try to negotiate to win the best.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
C. Ask to know how he or she feels and what he / she thinks you propose to find a common solution together.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
D. You retreat to find them with the other because you think the conflict is unequal.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
E. Try not to	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>



E. Try not to take it personally, and try to impose it your opinion as more correct.



SCENARIO 5: When someone you care about gets an unreasonable decision for you, you:



0 1 2 3 4 5

A. You say it straight to know what you do not like.

B. You say it in a way, perhaps with humor or some other indirect way, for to avoid conflict.

C. You draw your attention and think of a solution that will satisfy and your two.



D. You keep your doubts about yourself.

E. You do not clearly say your point of view. You prefer not to take a seat.



SCENARIO 6: When you get angry with a classmate / trio, you:



0 1 2 3 4 5

A. you break out immediately. You are an impulsive character.

B. Try to discuss it to improve the situation.

C. You express your anger and ask for explanations.

D. Try to play it comfortably and do the opposite of what you do feel.

E. Try not to think about it



in order for
your anger to
end quickly.



SCENARIO 7: When you disagree with your company on a major issue you are discussing, you:



0 1 2 3 4 5

A. You say you disagree and defend your position with arguments.

B. You talk to each other individually to convince them that you have right.

C. Try to see why others think differently and are looking for ways to be able to agree on everyone.



D. Do not say anything to spoil the company.

E. You are not involved in the discussion, so you think that what they say does not express you but them / s.



SCENARIO 8: When someone is opposing the group with something your company wants, you:



0 1 2 3 4 5

A. You say to him / her that he is delaying the company and you propose to do what you have decided, and whoever disagrees not to participate.

B. You tell him / her to speak so that the opposite view to be heard is heard a common solution.

C. Try to understand why you think differently and explain this in



the company to see things on the other side.

D. Tell everyone to stop the discussion and find another topic to discuss.

E. You do not say anything because you do not want to be involved in this disagreement.



SCENARIO 9: When you see that a conversation you make in the class becomes intense and go to end up in a quarrel, you:



0 1 2 3 4 5

A. You get fast and immediately tell what you think to help not to be harmed.

B. Try to change the subject in order to avoid the crash.

C. Explain to everyone that the debate is becoming intense and you are trying to you see why this happens.

D. Try to get rid of the



climate by
making a
joke.

E. You stop
the debate so
you do not
have to fight.



SCENARIO 10: When your company has disagreements with another company, you:



0 1 2 3 4 5

A. Prepare arguments for the next verbal "battle".

B. Encourage your company to find it with the other company.

C. You think it makes sense where and where there are disagreements and you are trying to discuss why this may be the case.



D. You try to end the controversy because you believe that the only thing will happen if continue, is to ruin relationships.

E. Tell your friends to ask a "third" who sees them more objectively, to tell you who thinks he is right.



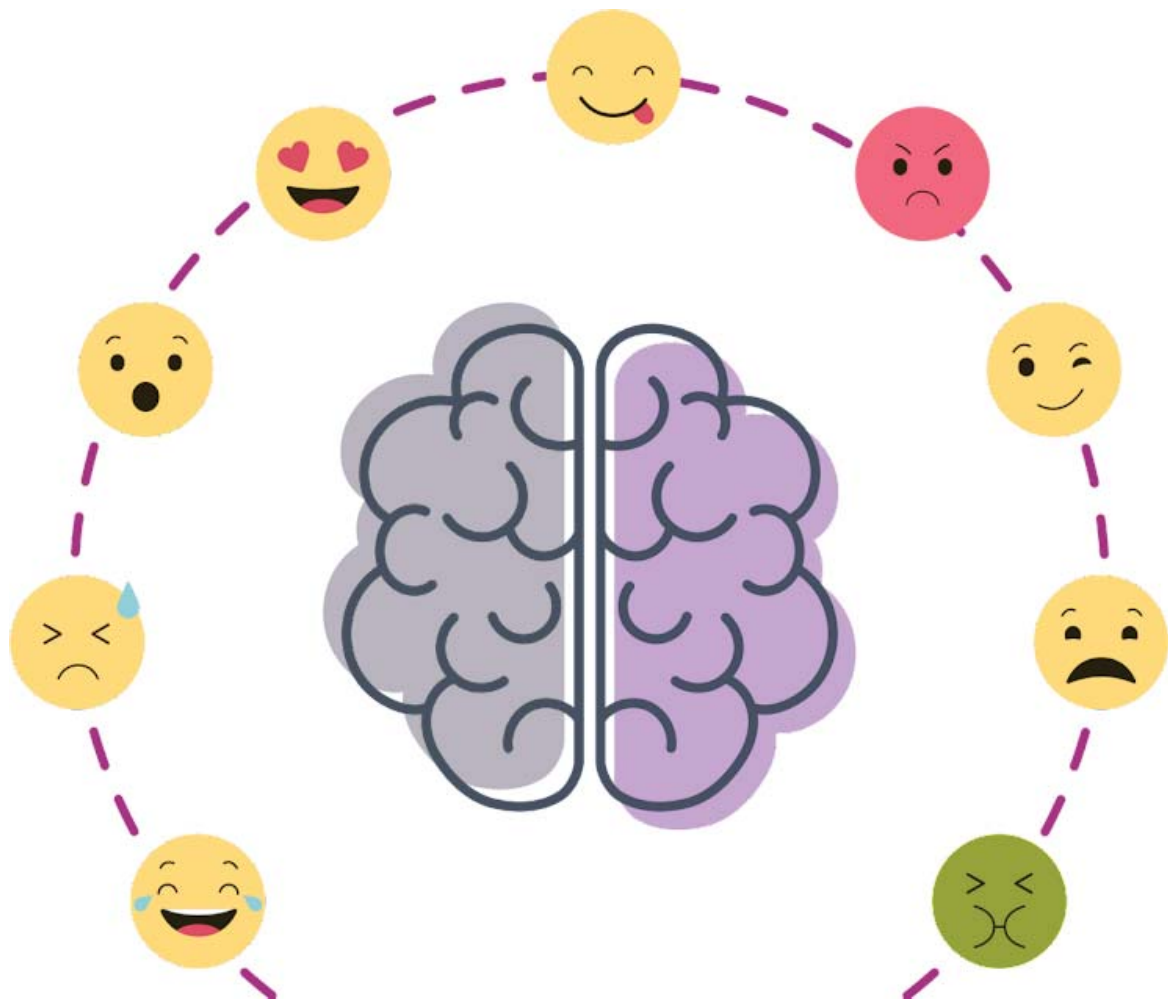
C. Someone who you know will discuss and with the other side to a common solution is found.

D. Someone who invests in interpersonal relationships and is polite cooperative.

E. Someone who will not fall back by forcing the class to adapt in another decision.

SCENARIO 12: In your opinion, what can the team work with? and school to fail?



0 1 2 3 4 5

A. The inconsistency that we can not express clearly what we mean.

0 1 2 3 4 5

B. That we react immediately and do not retreat to what they want the other members of the group.

0 1 2 3 4 5

C. The tendency to discuss, but we do not really

0 1 2 3 4 5



hear it another side because we just want to pass our own.

D. That there is no will for cooperation in general.

E. The irresponsibility and the "relaxed" way we face things, when a job is a team and not just ours.



Count your score for A, B, C, D, E.....Results

..... POINTS TO A: CONTROL

SHARK! I WIN, YOU LOSE

You want to prevail, and you try to make yours in any way, even if you need to climb the tons or shame the other side. You believe that everyone and everyone must fight for his goals and you want to conquer yours, and you often come into conflict. The needs of others you are not interested in the same as other people's opinion about you. The conflict for you have only winners and losers and you want to be a winner, winner. You think weakness and failure not to prevail in the conflict.

..... POINTS TO B: COMPROMISE

FOX! IF I LOVE, SHOULD I LEAVE?

You are interested in both your goals and your relationships with people. On conflict you always seek compromise. You agree to retreat to one degree to persuade the other side to go back to find a solution for both. You are looking for a golden incision even if that means that you will make some sacrifices as long as there is an agreement for everyone.

..... POINTS TO C: COOPERATION

OWL! I WIN, YOU WIN

You want to achieve your goals, but you also consider it important your relationships with people. You face the conflict as an opportunity to seek make effective solutions for both you and the other side, and so you manage to maintain human relations. You do not stop the effort until find a satisfactory solution for everyone. You want to help as much as you can to problems and there are no tensions and bitterness.

..... POINTS IN D: RECESSION

THE LITTLE BEAR! YOU CAN WIN, I WILL LOSE

You put your relationships with people far above your personal goals, to be used. Your priority is for those around you to like you and want your company yours. You think that after each conflict the human relationship is spoiled, let us avoid conflicts. You do not want to hurt anyone so many times you prefer to fall back and let the other side get what she wants as a result, your own "I want" most of the time not to be satisfied.

..... POINTS TO E: AVOIDANCE

TURTLE! I HAVE TO WITHDRAW INTO MY SHELL

You prefer not to take a seat in the conflicts and avoid tensions. Usually, you abandon your goals but also people you are near when you see that you are in danger of colliding with them. You think it's easier to give up rather than to claim.

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