

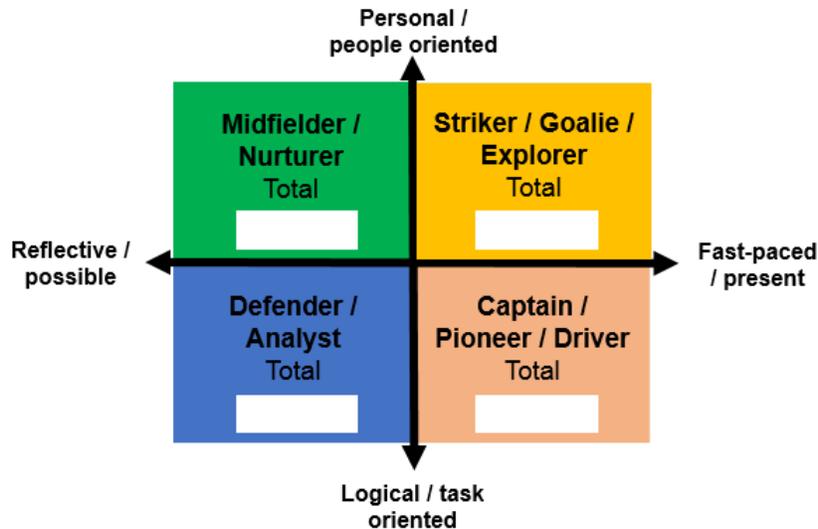
## Athletic Behavioral Styles (ABS)

The ABS helps you to understand your preferred behavioral style when interacting with others – in business and sports. It combines models and ideas from the Behavioral Style Indicator, neuroscientific data from Dr. Helen Fisher, findings by Jeremie Kubicek and my personal experience in competitive team sports (in this case: Ball sports like football, hockey).

There is no right or wrong since we can all operate in different ways when needed. However, we perform at our best when in line with our preferences. In each of the boxes below, there are 20 adjectives. **Consider how each one describes you & tick all that apply to you.**

<input type="checkbox"/> Friendly	<input type="checkbox"/> Heart-oriented	<input type="checkbox"/> Animated	<input type="checkbox"/> Expresses feelings
<input type="checkbox"/> Trust builder	<input type="checkbox"/> Peacemaker	<input type="checkbox"/> Big picture	<input type="checkbox"/> Impulsive
<input type="checkbox"/> Methodical	<input type="checkbox"/> Pleasant	<input type="checkbox"/> Energetic	<input type="checkbox"/> Say the right thing
<input type="checkbox"/> Knowledgeable	<input type="checkbox"/> Dislikes conflict	<input type="checkbox"/> Outgoing	<input type="checkbox"/> Spontaneous
<input type="checkbox"/> Empathic	<input type="checkbox"/> Anticipating needs	<input type="checkbox"/> Enjoys people	<input type="checkbox"/> Persuasive
<input type="checkbox"/> Mentor	<input type="checkbox"/> Understanding	<input type="checkbox"/> Confident	<input type="checkbox"/> Curious
<input type="checkbox"/> Supportive	<input type="checkbox"/> Positive	<input type="checkbox"/> Innovative	<input type="checkbox"/> Likes variety
<input type="checkbox"/> Reserved	<input type="checkbox"/> Cooperative	<input type="checkbox"/> Enthusiastic	<input type="checkbox"/> Good communicator
<input type="checkbox"/> Patient	<input type="checkbox"/> Dependable	<input type="checkbox"/> Laughs easily	<input type="checkbox"/> Sense of humor
<input type="checkbox"/> Careful	<input type="checkbox"/> Concerned for others	<input type="checkbox"/> Light hearted	<input type="checkbox"/> Not detail-oriented
<b>TOTAL</b>		<b>TOTAL</b>	
<input type="checkbox"/> Logical	<input type="checkbox"/> Disciplined	<input type="checkbox"/> Outspoken	<input type="checkbox"/> Ambitious
<input type="checkbox"/> Orderly	<input type="checkbox"/> Diplomatic	<input type="checkbox"/> Leader	<input type="checkbox"/> Impatient
<input type="checkbox"/> Persistent	<input type="checkbox"/> Deliberate	<input type="checkbox"/> Direct	<input type="checkbox"/> Likes to be in control
<input type="checkbox"/> Thorough	<input type="checkbox"/> Hesitant to act	<input type="checkbox"/> Takes risks	<input type="checkbox"/> Courageous
<input type="checkbox"/> Private	<input type="checkbox"/> Withholds feelings	<input type="checkbox"/> Forceful	<input type="checkbox"/> Decisive
<input type="checkbox"/> Systematic	<input type="checkbox"/> Idealistic	<input type="checkbox"/> Lots of drive	<input type="checkbox"/> Competitive
<input type="checkbox"/> Loyal	<input type="checkbox"/> Perfectionist	<input type="checkbox"/> Takes charge	<input type="checkbox"/> Strong-willed
<input type="checkbox"/> High standards	<input type="checkbox"/> Attention to detail	<input type="checkbox"/> Easily bored	<input type="checkbox"/> Independent
<input type="checkbox"/> Organized	<input type="checkbox"/> Considers all options	<input type="checkbox"/> Opinionated	<input type="checkbox"/> Task-oriented
<input type="checkbox"/> Predictable	<input type="checkbox"/> Think things through	<input type="checkbox"/> Determined	<input type="checkbox"/> Opportunity creator
<b>TOTAL</b>		<b>TOTAL</b>	

Please flip the page & transfer your total scores in the respective boxes. The highest score denotes your communication style preference.



The ABS reflects a generalized character type rather than a complete or accurate description of a team member. Each combination has its own needs and preferences. Except for Pioneers / Drivers (whose position is determined by their 2<sup>nd</sup> strongest behavioral style), behavioral preferences can be linked to positions in team sports.

Please note: **There is no single “best” athletic behavioral style.** People possess traits from all four styles to varying degrees. However, **most people display a dominant pattern** (e.g. the most self-reliant **driver** has elements of the ‘being part of the team’ midfielder).

### The four major behavior styles in brief

- **Defender:** Often described as analytical, builder, guardian; steady and dependable; cautious deliberation; primary biochemical: serotonin (rewarding low-risk behavior).
- **Midfielder:** Often described as mediator, negotiator, nurturer; has excess empathy, great verbal skills and a knack for knowing what others think & feel; primary biochemical: Estrogen.
- **Goalie / striker:** Often described as expressive, creative, risk taker; needs more stress (or risk) than others for peak performance; primary biochemical: dopamine (rewarding high-risk behavior).
- **Captain:** Often described as driver, director, pioneer; with a fierce competitive streak; pragmatic and decisive; primary biochemical: Testosterone.