

Influence Style	Average	Underutilized	Slight	Moderate	Dominant
Rationalizing	8.97	1	15	8	5
Asserting	4.83	9	17	3	0
Negotiating	6.38	2	20	6	1
Inspiring	8.31	0	15	13	1
Bridging	11.52	0	6	7	16

