

| 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       |

