GREGORC

Style
Delineator™

(Fourth Edition)

A Self-assessment Instrument for Adults
by Anthony F. Gregorc, Ph.D.
Scoring

1. **Add Across.** Add across the A row of words in the first five sets. Put that total in the top A column box. Do the same for the B, C and D rows of the first set. Next, score the last group of five sets, putting the row totals in the bottom group of boxes.

2. **Add Down.** Add the top and bottom boxes in each scoring column to get the total for that column.

3. **Check.** If your combined total score of CS, AS, AR and CR is greater or less than 100, please recheck your addition. All four columns must total exactly 100.

Graphing

Use the Style Profile below to graph your scores.

1. On the vertical axis leading toward 12 o’clock (Concrete Sequential), place a large dot by the number which corresponds to your total CS score. (Col. A)

   **Example:**

   ![CS Graph](image)

2. On the horizontal axis leading toward 3 o’clock (Abstract Sequential), place a large dot by the number which corresponds to your total AS score. (Col. B)

   **Example:**

   ![AS Graph](image)

3. On the vertical axis leading toward 6 o’clock (Abstract Random), place a large dot by the number which corresponds to your total AR score. (Col. C)

   **Example:**

   ![AR Graph](image)

4. On the horizontal axis leading toward 9 o’clock (Concrete Random), place a large dot by the number which corresponds to your total CR score. (Col. D)

   **Example:**

   ![CR Graph](image)

5. Connect the dots with four straight lines to form a four-sided figure.

   **Example:**

   ![Four-sided Figure](image)

You now have representation (27-40 points (16-26 points) style, channels.)

**STYLE PROFILE**

<table>
<thead>
<tr>
<th>CS</th>
<th>AS</th>
<th>AR</th>
<th>CR</th>
</tr>
</thead>
<tbody>
<tr>
<td>40</td>
<td>35</td>
<td>30</td>
<td>25</td>
</tr>
<tr>
<td>40</td>
<td>35</td>
<td>30</td>
<td>25</td>
</tr>
<tr>
<td>40</td>
<td>35</td>
<td>30</td>
<td>25</td>
</tr>
<tr>
<td>40</td>
<td>35</td>
<td>30</td>
<td>25</td>
</tr>
</tbody>
</table>
Key Ideas

1. We, as human beings, need to make sense of our world. We meet this need through specific mental qualities which enable us to perceive and order the world around us in particular ways.

2. Perception and ordering are mind qualities found within four basic mediation channels (CS, AS, AR, CR). These channels help us relate to the world by providing psychological points-of-view, thinking patterns, mind sets, values and ways of expressing ourselves (style).

3. Each of us has the same BASIC amount of CS, AS, AR and CR abilities at our disposal. We can, therefore, come to understand and relate to one another and to the environment on common ground—if we choose.

4. Beyond the basic amount of CS, AS, AR and CR abilities, most of us are naturally predisposed to function best using one or two mediation channels. These inborn predispositions help make us different from one another. They also make us special. However, these special differences can also lead to misunderstandings and conflicts.

(continued over)
Key Ideas (continued)

5. Our individualistic inclinations prompt us to realize that some environmental conditions, everyday products and ways of thinking are attractive to us while others are not. There are different strokes for different folk. Consequently, what is sensible and useful to us may be senseless and useless to others.

6. Individuals can be broad-minded and narrow-minded. BROAD-MINDED individuals acknowledge and honor their strengths and weaknesses. They develop and use all the channels within their proper limits. They also live and let live. NARROW-MINDED individuals, however, emphasize and honor only one point of view. They ignore, degrade and punish people, places and things which represent other points-of-view.

7. Serious self-study enables individuals to grow in understanding of their Mind Styles™. Proper, continuous study of style can increase awareness of Self, others and the environment. It can guide us to environments conducive to our mental needs. Self-study can also help us protect ourselves from those who seek to coerce, manipulate and control our minds.

Continuing Education


Purpose

The Style Delineator is a research-based, self-analysis instrument. It is designed to help reveal a special set of mental qualities and mediation channels available to you for handling the demands and opportunities of life.

Directions

As a word-association instrument, The Delineator requires you to rank a series of words to assess your power and capacity in each of four mediation channels. Therefore, it is important to read all the following directions and suggestions carefully before starting the Word Matrix on the left.

1. Reference Point. You must assess the relative value of the words in each group using your SELF as a reference point: that is, who you are deep down -- NOT who you are at home, at work, at school or who you would like to be or feel you ought to be. THE REAL YOU MUST BE THE REFERENCE POINT.

To take this reference point, reflect on the question, “Who am I?”

2. Words. The words used in the Style Delineator Matrix are not parallel in construction, nor are they all adjectives or all nouns. This was done on purpose. Just react to the words as they are presented.*

3. Rank. Rank in order the 10 sets of four words. Put a “4” in the box above the word in each set which is the best and most powerful descriptor of your SELF. Give a “3” to the word which is the next most like you, a “2” to the next and a “1” to the word which is the least descriptive of your SELF. Each word in a set must have a ranking of 4, 3, 2 or 1. No two words in a set can have the same rank.

4. React. To rank the words in a set, react to your first impression. There are no “right” or “wrong” answers. The real, deep down you is best revealed through a first impression. Go with it. Analyzing each group will obscure the qualities of SELF sought by the Delineator.

5. Proceed. Rank all 10 columns of words, one set at a time.

6. Time Allocation. Limit yourself to 3 minutes for ranking the 10 columns.

7. Next. After all 10 sets have been ranked, lift this flap. Score and graph your Profile.

*For an explanation on how and why these words were chosen, see the “Development” section of An Adult’s Guide to Style. For reliability and validity data, see the Gregorc Style Delineator: Development, Technical and Administrative Manual."