



TURPIN
COMMUNICATION

Your Default Approach

Instructions

- Print this PDF
- Take the assessment on page 3
- Add your score for each column
- Study page 4 and confirm the accuracy of your score
- If you assess as:
 - A **Writer**, study the pathways on pages 5 & 6
 - An **Improviser**, study the pathways on pages 7 & 8

Assessing Your Default

With each pair of statements, choose the one that describes you better. Try not to answer them in terms of how you would like to see yourself, but in terms of how you actually are, or have tended to be in the past.

	W	I	
I feel that if I put a lot of work into preparation, my meetings will succeed.	<input type="radio"/>	<input type="radio"/>	I feel that preparation is just one of the factors leading to a meeting's success.
If I could, I'd present the information I have prepared for a meeting and then answer questions about it.	<input type="radio"/>	<input type="radio"/>	If I could, I'd prefer meetings to be nothing but a series of questions and answers.
Having to make last-minute changes to my meeting plan frustrates me.	<input type="radio"/>	<input type="radio"/>	One of my fears is getting no response at all from meeting attendees.
I like preparing for a meeting more than the meeting itself.	<input type="radio"/>	<input type="radio"/>	I like the meeting itself more than preparing for it.
For me, meetings should take a logical path from A to B to C.	<input type="radio"/>	<input type="radio"/>	For me, a successful meeting could follow any path.
I spend a lot of time making sure that the information I present at a meeting is thorough and accurate.	<input type="radio"/>	<input type="radio"/>	Even when I have plenty of time to prepare, I often delay meeting preparation until the last minute.
I feel confident that my meetings are well organized.	<input type="radio"/>	<input type="radio"/>	I feel confident that I can engage meeting attendees in the conversation.
During meetings, I often get too wrapped up in the details.	<input type="radio"/>	<input type="radio"/>	During meetings, I often lose track of the plan and get ahead of myself.
I feel that I am naturally organized.	<input type="radio"/>	<input type="radio"/>	I feel that I am naturally disorganized.
My meetings usually finish on time or before.	<input type="radio"/>	<input type="radio"/>	I tend to run out of time in my meetings.
I find it difficult to speak off the cuff.	<input type="radio"/>	<input type="radio"/>	Speaking off the cuff is easy for me.
Add up each column			
If you have more statements checked in the "W" column, you are a Writer.			If you have more statements checked in the "I" column, you are an Improviser.

Default Approach



Who are you
more like?

WRITERS

Thrive with organization and preparation

Often feel there isn't enough time to prepare.

Want structure and predictability.

Are naturally thorough, careful, detailed, and accurate.

But can be inflexible and strict
during delivery

IMPROVISERS

Thrive with connection to listeners

Delay preparation until the last minute.

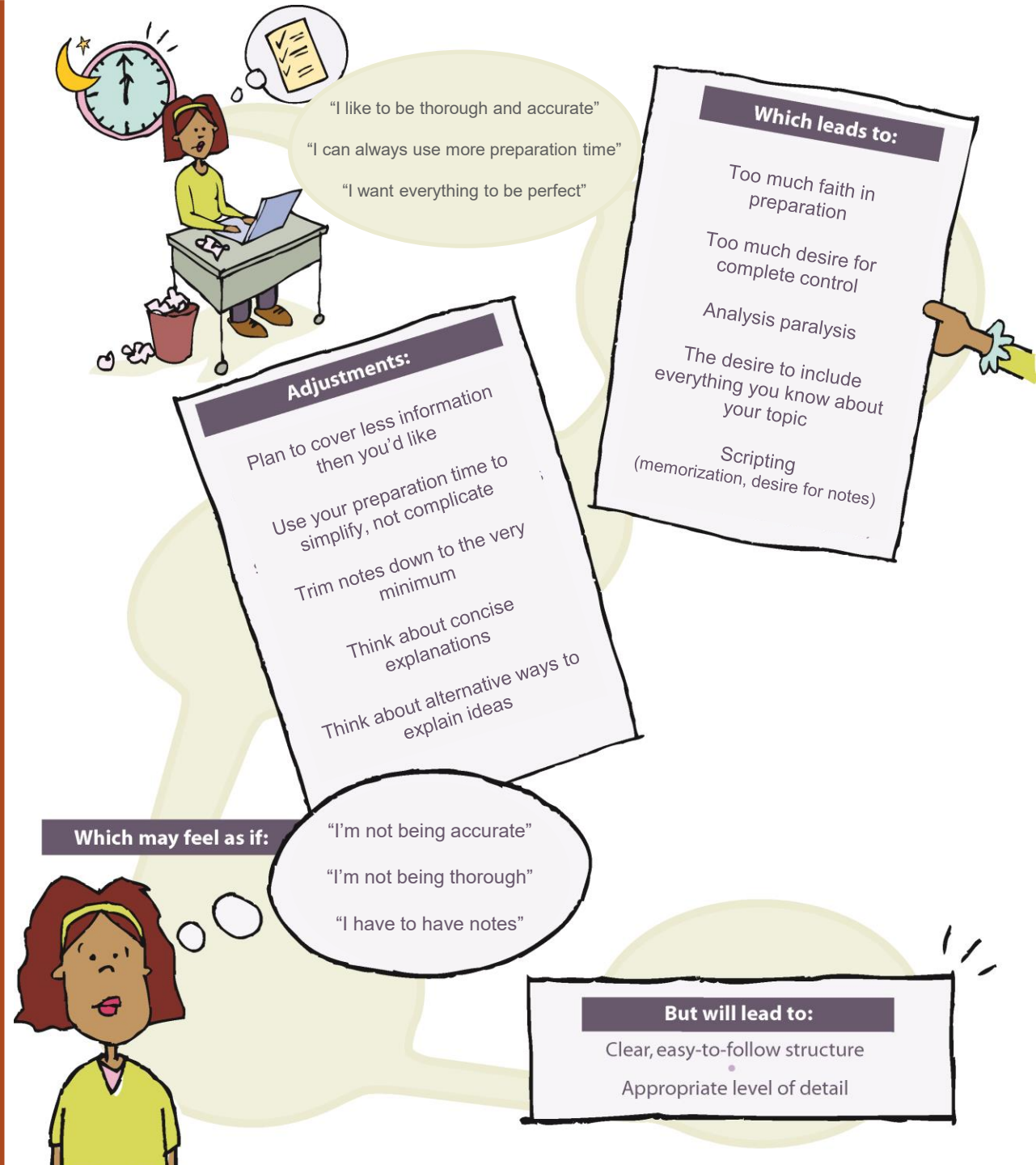
Want to be spontaneous and engaged.

Are responsive & unafraid to make last minute changes.

But can lose focus and confuse
during delivery

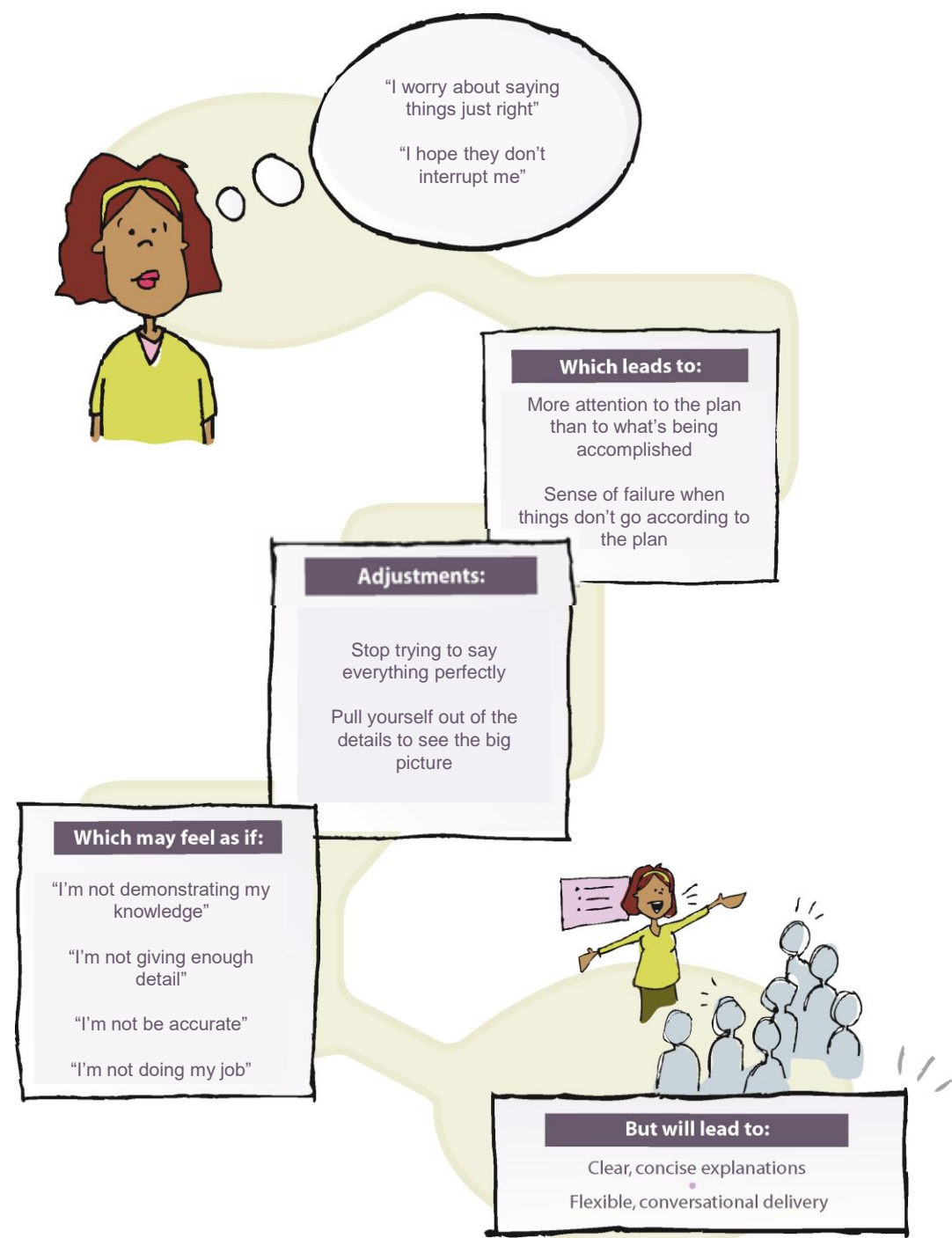
Writers

Adapting during preparation



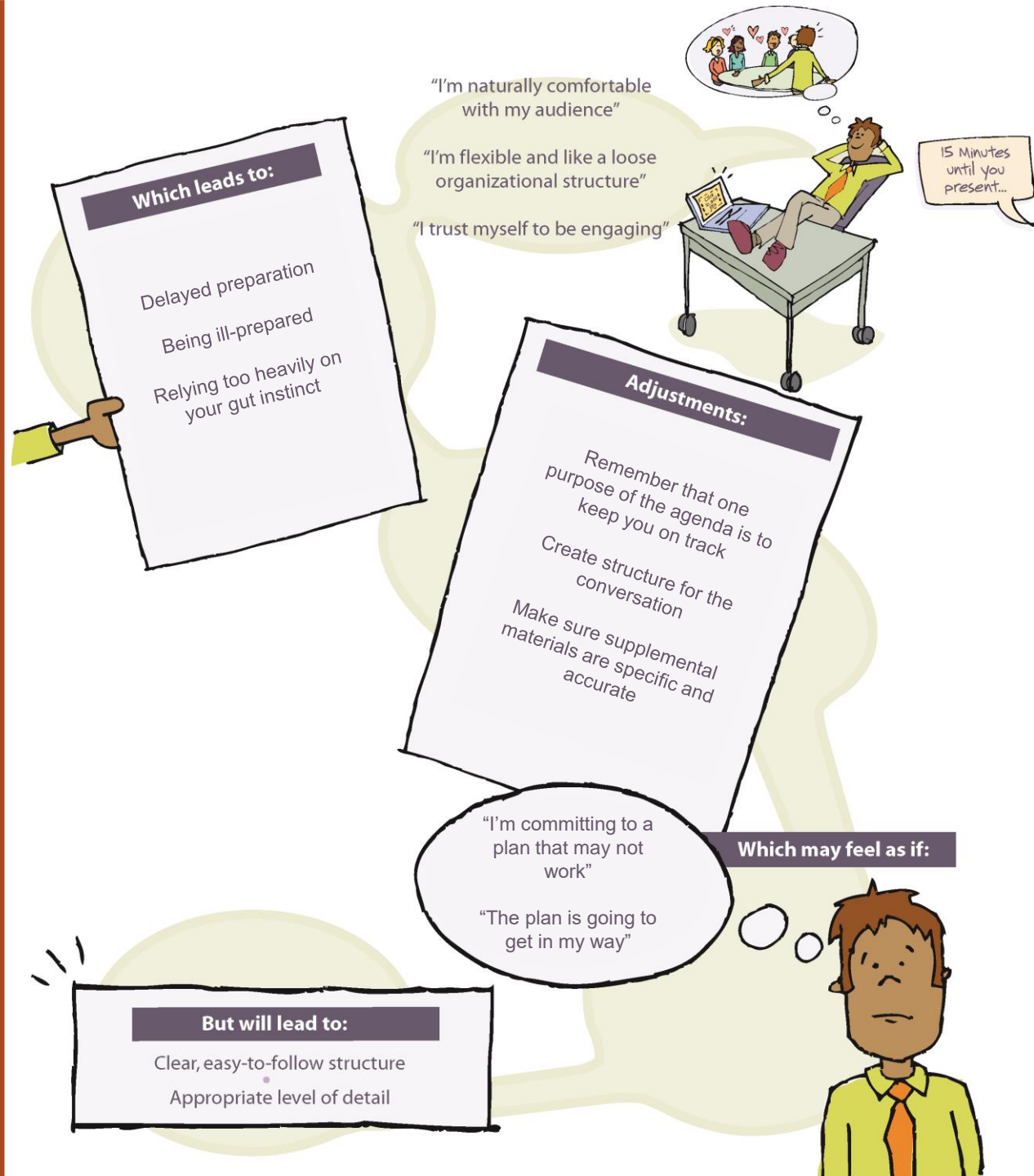
Writers

Adapting during **the meeting**



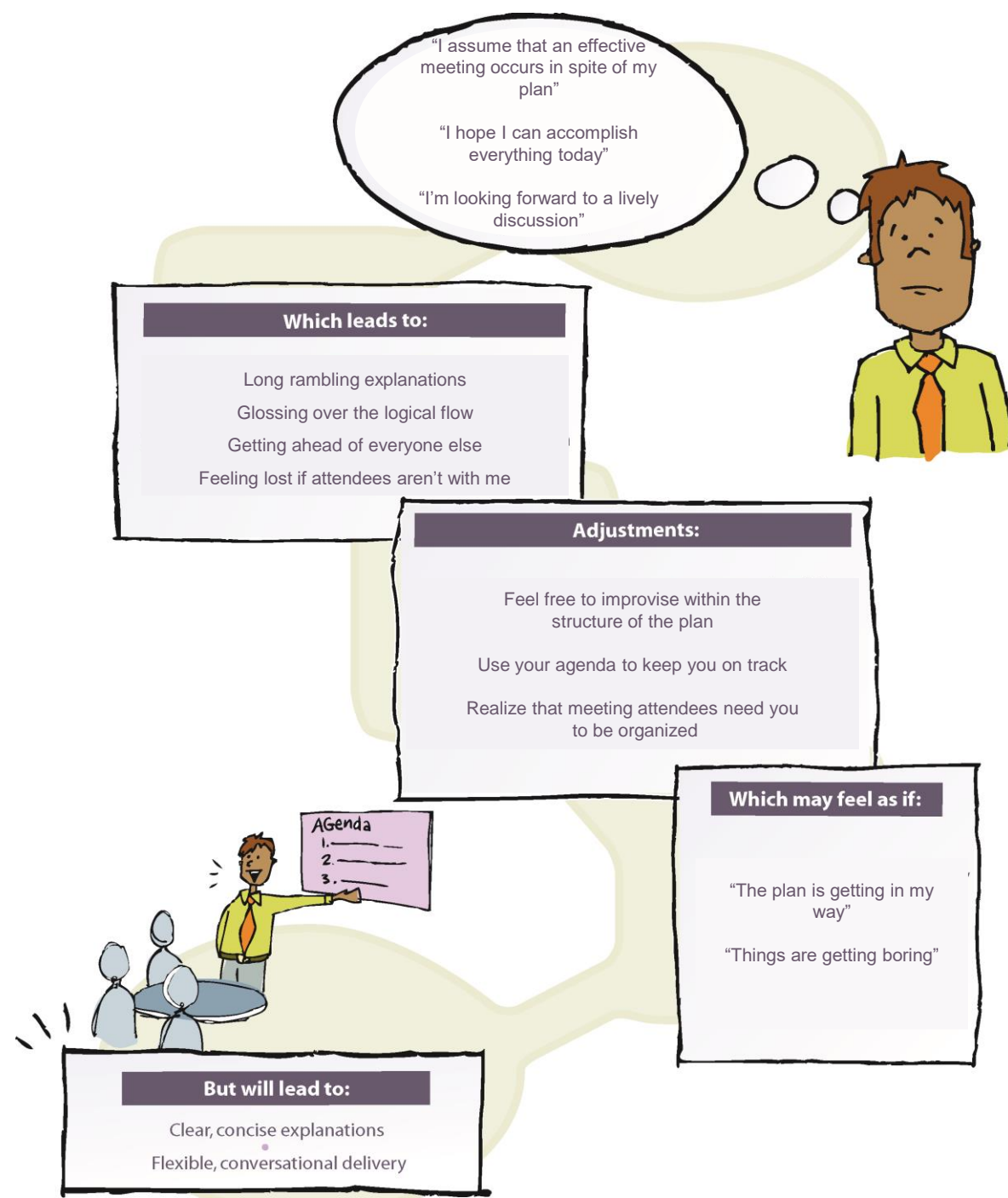
Improvisers

Adapting during preparation



Improvisers

Adapting during the meeting



About Turpin Communication

Turpin Communication is a presentation and facilitation training company based in Chicago. Turpin's Founder, Dale Ludwig, and Vice President, Greg Owen-Boger, are the co-authors of *The Orderly Conversation: Business Presentations Redefined*, which challenges conventional thinking about what it means to present and facilitate in today's business environment and replaces it with something better. The book has been called "ground-breaking" and "eminently practical" and is available at amazon.com. Dale and Greg also co-authored *Effective SMEs: A Trainer's Guide to Helping Subject Matter Experts Facilitate Learning*, which became available in 2017. They both hold the Bates ExPI™ (Executive Presence Index) Coaching Certification.



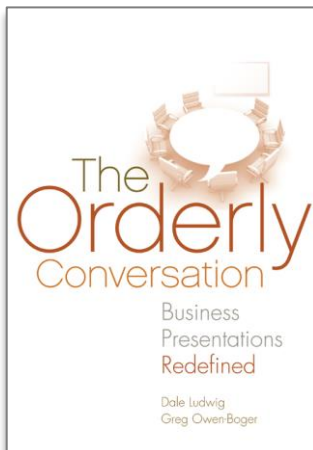
Dale Ludwig is the Founder and President of Turpin. Over the past 25 years, he and his partners have developed methodologies that challenge much of the conventional wisdom in the field. Dale has a PhD in Communication from the University of Illinois at Urbana-Champaign. He is a frequent blogger and makes guest appearances at Training Industry's website. In addition to the books mentioned above, he is the author of the white paper, "Getting Past 101: How to Bring Value and Relevance to Presentation Skills Training," which can be downloaded at www.turpincommunication.com

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Greg Owen-Boger is the Vice President of Turpin. He was schooled in management and the performing arts and joined Turpin in 1995 as a workshop videographer. He quickly worked his way up. He now serves as account manager, trainer, and coach for a broad range of Turpin's clients. He is a frequent blogger and popular conference speaker. Greg served as the 2015 President of the Chicagoland Chapter of the Association for Talent Development and is among many thought leaders who contributed to *Master Presenter: Lessons from the World's Top Experts on Becoming a More Influential Speaker*.

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