



## THE ATTENTIONAL & INTERPERSONAL STYLE<sup>®</sup> Inventory scales (TAIS)<sup>®</sup>

### SCALE

### SCALE DESCRIPTION

#### ATTENTIONAL PROCESSES

**AWARENESS (Broad External Attention):** High scores indicate good environmental awareness and skill at assessing what is happening in real time (“street sense”).

**External Distractibility:** High scores are associated with errors because attention is inappropriately focused on irrelevant external stimuli (e.g., due to boredom, irritation, feeling rushed).

**ANALYTICAL /CONCEPTUAL (Broad-Internal Attention):** High scores indicate good analytical or conceptual skills used in planning and developing strategy. High scorers are good at learning from mistakes.

**Internal Distractibility:** High scores are associated with errors due to distractions from irrelevant internal sources (e.g., thoughts like daydreaming, overanalyzing, negative thinking).

**ACTION/FOCUSED (Narrow-Focused Attention):** High scores indicate the ability to remain task oriented, to avoid distractions and to stay focused on a single job, to follow through, take action.

**Reduced Flexibility:** High scores are associated with errors due to a failure to shift attention from an external focus to an internal one or vice-versa. This rigidity is tied to strong emotions usually anger or anxiety.

#### INTERPERSONAL PROCESSES

**Information Processing:** High scores are associated with a desire for, and enjoyment of, a diversity of activity, a fast-paced life (multi-tasking). Low scorers typically prefer to do one task at a time.

**Orientation Toward Rules & Risk:** High scores are associated with an increased likelihood of either “acting out” in impulsive ways and/or a tendency to establish one’s own rules, to take risks rather than adhering strictly to social conventions or expectations. Low scores indicate a conventional, obey-the-rules orientation to life.

**Control (of others):** High scores are associated with both needing to be in control in interpersonal situations and with actually being in charge, dominant. Low scorers tend to be more laissez-faire with others.

**Self Confidence:** High scores are associated with feelings of optimism, self-worth, and self-confidence. Low scores typically indicate modesty and a tendency to underestimate one’s abilities.

**Physically Competitive:** High scores are associated with having been physically competitive and with the enjoyment of competitive activities. Low scorers generally avoided such games when young or were not afforded many opportunities or encouragement for such.

**Decision Making Style (Worry):** This scale reflects speed of decision making as affected by worry and anxiety about making mistakes. High scores are associated with increased caution and reluctance to make quick decisions. Low scores indicate quick decisions and impatience with waiting for others to decide.

**Extroversion:** High scores indicate an enjoyment of social involvement and a tendency to assume leadership in social situations, to be the center of attention. Low scorers are typically shy.

**Introversion:** High scores indicate a need for, and enjoyment of, personal space and privacy.

**Expression of Ideas/Thoughts:** High scores indicate a willingness to express thoughts and ideas in front of others, to ask and answer questions. Low scores are associated with keeping ideas to self.

**Expression of Criticism & Anger:** High scores indicate a willingness to confront issues, to set limits on others, and to express criticism and even anger. Low scorers typically avoid confrontation.

**Expression of Support & Affection:** High scores indicate a willingness to express support, encouragement, and affection to others. Low scores indicate lack of comfort with or need for such expression.

**Self Critical:** A high score is associated with being critical of one’s self and even depressed. Depression is often situational (transient). This score subtracts from the self confidence scale above to give its overall score.

**Focus over Time:** High scores indicate a willingness to sacrifice other pursuits in order to become good at something like one’s profession, sport, or music. A commitment over time shows in constant pursuit of the goal.

**Performance under Pressure:** High scores indicate individuals who consider themselves as ready, willing, and able to perform when everything rides on the outcome. They are indicating they are good in emergencies or crises.