



WHAT'S YOUR DECA LEADERSHIP STYLE?

Rank your style and approach to leadership based on the phrases, word groupings and descriptions on the next page. You must score each box with a 4, 3, 2, or 1. You only can use each number only once per row. Place a 4 under the group of words that BEST describes you leadership style. Then choose the next with a 3, the next with a 2, and finally the LEAST like you with a 1. EACH ROW MUST CONTAIN ALL FOUR NUMBERS.

SECTION 1	SECTION 2	SECTION 3	SECTION 4
YouTube: Made sure the video got done. It's getting tons of hits.	YouTube: Starred in the video. It was awesome!	YouTube: Made sure everyone was in the video. We love it!	YouTube: Developed the concept for the video. It's epic!
Management Supervisor	Marketing Sales	Hospitality Tourism	Entrepreneur Innovator
Practical Procedural Responsible Organized	Adventurous Open-Minded Impulsive Courageous	Unique Empathy Personal Cooperative	Curious Conceptual Competent Knowledgeable
Driven Tradition Orderly Meticulous	Exciting Motivational Spontaneous Competitive	Spirited Affectionate Inspirational Dramatic	Detail Equity Flexible Ingenious
Working in a group I might say: "OK, everyone, let's concentrate so we can get this done."	Working in a group I might say: "Hey, everyone! You know what would be cool to try?"	Working in a group I might say: "What does everyone think about this idea? Do you like it?"	Working in a group I might say: "I think I have a great idea for how we can do this. What if we...?"
Everyone has dreams. Secretly, you... Want to be President & CEO with your name on the executive office door.	Everyone has dreams. Secretly, you... Want to star in your own TV Show with your name in lights!	Everyone has dreams. Secretly, you... Want to be the person who brings world peace and you don't care who gets credit.	Everyone has dreams. Secretly, you... Want to invent a product or service which changes the world.
People who praise me say: "I'm great at setting goals and achieving them." I'm effective.	People who praise me say: "I can get people excited and involved." I'm charismatic.	People who praise me say: "I listen well and really care about others." I'm considerate.	People who praise me say: "I'm creative and always have an idea to share." I'm innovative.
TOTAL OF SECTION 1	TOTAL OF SECTION 2	TOTAL OF SECTION 3	TOTAL OF SECTION 4

YOUR DECA LEADERSHIP STYLE DEFINED

Transfer your scores from DECA Leadership Styles Inventory to the corresponding boxes below.

TOTAL OF SECTION 1	TOTAL OF SECTION 2	TOTAL OF SECTION 3	TOTAL OF SECTION 4
			
DRIVER	ENERGIZER	CARETAKER	ANALYZER
DRIVERS see themselves as: Executive type Responsible Goal-oriented Organized Effective	ENERGIZERS see themselves as: Fun-loving Solution Finder Action-oriented In the moment Fast Paced	CARETAKERS see themselves as: Caring Warm People-oriented Encouraging Considerate	ANALYZERS see themselves as: Knowledgeable Great Planners Vision-oriented Objective, Calm Efficient
Others see them as: Bossy Opinionated Boring Stubborn	Others see them as: Not serious Forgetful Disobeys rules Not able to stay on task	Others see them as: Dramatic Naïve Touchy-feely Ignores policies	Others see them as: Arrogant Hard to get to know Uncaring Shy
They dislike: Non-conformity Ambiguity Waste Ineffectiveness	They dislike: Authority/Rules Inflexibility Slow pace Inaction	They dislike: Hypocrisy Deception Hidden Agendas Insincerity	They dislike: Incompetence Inequity Injustice Inefficiency
They like: Structure Clear Instruction Punctuality Time to Adapt to Change	They like: Change Freedom to Create Sense of Humor Hands On	They like: Collaborating Warm Atmosphere Inclusiveness Recognition of All	They like: The Big Picture Thinking Inventiveness Facts & Truth
Work vs. Play Work, then Play	Work vs. Play Work and Play	Work vs. Play Work and Play Together	Work vs. Play Plan to Work and Play
Key DECA Core Value Integrity	Key DECA Core Value Competence	Key DECA Core Value Teamwork	Key DECA Core Value Innovation
Member Relations Organize, track, and set goals for membership	Member Relations Recruit, engage, and mobilize members	Member Relations Welcome, connect, and encourage members	Member Relations Strategize and plan the membership campaign

UNDERSTANDING DECA LEADERSHIP STYLES

There are three components to leadership and ultimately your unique DECA Leadership Style:

1. _____ 2. _____ 3. _____

One third of your leadership is based on **nature**—how you were uniquely wired and gifted at birth. One third of your leadership is based on **nurture**—the training you have received and the impact of how you were raised and influenced by family, friends, heroes, and others in your life. The final element of your leadership style is based on your **choices**—the lessons you have learned from the outcomes of the decisions you have made in life.

The DECA Leadership Styles Inventory provides insight into your nature—or how you are naturally wired to lead. It provides a glimpse into your natural tendencies and how you were born to act and react to life situations. Your natural style often emerges when you are the most stressed, tired, or are operating in new or unfamiliar environments. As you gain confidence and comfortability in leadership, the nurture and choice aspects of your leadership style will emerge. This choreography and cultivation of nature, nurture, and choice reveals the emerging leader within.

MAJOR AND MINOR LEADERSHIP STYLES

Your highest score represents your **Major DECA Leadership Style**. This is also the leadership style you use most often and readily identify with in others.

Your lowest score represents your **Minor DECA Leadership Style**. This is the leadership style you lead with the least often and likely struggle with understanding those who operate with this as their Major DECA Leadership Style.

If your Major DECA Leadership Style is tied or within one or two points of another style, this means that you have the capability to readily adjust your leadership style to understand and operate in a broader variety of situations.

AVERAGE LEADERS VS GREAT LEADERS

An **average** leader often surrounds themselves with other leaders who have a similar style. This is natural because people are often more comfortable and communicate easily with people with similar styles and backgrounds. While easier, more comfortable, and perhaps even more fun in the short term, surrounding yourself with leaders just like your style can create major issues for you and those who follow you over the duration of your season of service.

Any of these leadership styles can sit at the head of the table and lead DECA. But, **great** leaders and teams understand that all of these styles need to be sitting at the table in order to achieve maximum success and best serve members, customers, and stakeholders. By knowing your style, and the styles of others, you can make greater contributions, recognize how to leverage the leadership of others, and work cooperatively to positively influence people and situations to achieve value and growth.

ISSUES FOR TEAMS WITH THE SAME DECA LEADERSHIP STYLE

1. _____
2. _____
3. _____
4. _____

ADVANTAGES FOR TEAMS WITH DIVERSE DECA LEADERSHIP STYLES

1. _____
2. _____
3. _____
4. _____