

EXAMPLE: Demanding Assertive L

Outgoing Active

Kind Nice Caring M

Proper Formal

INSTRUCTIONS:

To the left are 18 word groupings that are associated with 4 main personality “styles”.

Read the words in each row and mark the word group that is MOST like you with an “M”. In that same row, mark the word that is LEAST like you with an “L”.

You should have one “M” and one “L” in each row (see example).

It is important that you **DO NOT** choose what you want to be, or what others think you are, but what you really are in **YOUR** real life.

1	Firm Strong	<input type="checkbox"/>	Outgoing Active	<input type="checkbox"/>	Gentle Soft Humble	<input type="checkbox"/>	Law-abiding Conscientious	<input type="checkbox"/>
2	Brave Adventurous	<input type="checkbox"/>	Enthusiastic Influencing	<input type="checkbox"/>	Content Satisfied	<input type="checkbox"/>	Compliant By the book	<input type="checkbox"/>
3	Controlling Take charge	<input type="checkbox"/>	Persuading Convincing	<input type="checkbox"/>	Merciful Sensitive	<input type="checkbox"/>	Pondering Wondering	<input type="checkbox"/>
4	Convinced Cocky	<input type="checkbox"/>	Delightful Pleasant	<input type="checkbox"/>	Peaceful Calm	<input type="checkbox"/>	Conservative Inflexible	<input type="checkbox"/>
5	Determined Optimistic	<input type="checkbox"/>	Entertaining Clowning	<input type="checkbox"/>	Shy Mild	<input type="checkbox"/>	Competent Does right	<input type="checkbox"/>
6	Industrious Hard working	<input type="checkbox"/>	Smiling Happy	<input type="checkbox"/>	Timid Soft spoken	<input type="checkbox"/>	Systematic Follows plans	<input type="checkbox"/>
7	Decisive Sure Certain	<input type="checkbox"/>	Friendly Cordial Popular	<input type="checkbox"/>	Obedient Submissive	<input type="checkbox"/>	Careful Cautious	<input type="checkbox"/>
8	Winner Competitive	<input type="checkbox"/>	Admirable Elegant	<input type="checkbox"/>	Diplomatic Peacemaking	<input type="checkbox"/>	Contemplative Thinker	<input type="checkbox"/>
9	Outspoken Opinionated	<input type="checkbox"/>	Inducing Charming	<input type="checkbox"/>	Hospitable Enjoys company	<input type="checkbox"/>	Inventive Imaginative	<input type="checkbox"/>
10	Forceful Strong-willed	<input type="checkbox"/>	Hyper Energetic	<input type="checkbox"/>	Considerate Thoughtful	<input type="checkbox"/>	Perfectionist Precise	<input type="checkbox"/>
11	Challenging Motivating	<input type="checkbox"/>	Talkative Verbal	<input type="checkbox"/>	Steady Dependable	<input type="checkbox"/>	Accurate Exact	<input type="checkbox"/>
12	Zealous Eager	<input type="checkbox"/>	Exciting Spirited	<input type="checkbox"/>	Quiet Reserved	<input type="checkbox"/>	Organized Orderly	<input type="checkbox"/>
13	Will buy on impulse	<input type="checkbox"/>	Will spend as I want	<input type="checkbox"/>	Will wait, no pressure	<input type="checkbox"/>	Will do without, self-controlled	<input type="checkbox"/>
14	Bold Daring	<input type="checkbox"/>	Happy Carefree	<input type="checkbox"/>	Pleasing Kind	<input type="checkbox"/>	Cool Collected	<input type="checkbox"/>
15	Rules need to be challenged	<input type="checkbox"/>	Rules make it boring	<input type="checkbox"/>	Rules make it safe	<input type="checkbox"/>	Rules make it fair	<input type="checkbox"/>
16	Wants more authority	<input type="checkbox"/>	Wants new opportunities	<input type="checkbox"/>	Wants safety, security	<input type="checkbox"/>	Wants clear direction	<input type="checkbox"/>
17	A good delegator	<input type="checkbox"/>	A good encourager	<input type="checkbox"/>	A good listener	<input type="checkbox"/>	A good analyzer	<input type="checkbox"/>
18	Courageous Bold	<input type="checkbox"/>	Animated Laugh out loud	<input type="checkbox"/>	Please others Team player	<input type="checkbox"/>	Correct Exact	<input type="checkbox"/>

D

I

S

C

For Office Use Only

M
L