



14	<b>When someone is explaining a problem to me...</b>	I try to understand and empathize with how she is feeling.	I look for the specific facts pertaining to the situation.	I listen carefully for the main issue so that I can find a solution.	I use my body language and tone of voice to show her that I understand.
15	<b>When I see a person whom I like and haven't seen recently...</b>	I give him / her a friendly hug	I greet him but don't shake his hand.	I give him a firm but quick handshake.	I give him an enthusiastic handshake that lasts a few moments.
16	<b>When I am behind on a project and feel pressure to get it done...</b>	I make a list of everything I need to do, in what order, by when.	I block out everything else and focus 100 percent on the work I need to do.	I become anxious and have a hard time focusing on my work.	I set a date to get the project done by and go for it.
17	<b>When I attend educational programs or presentations...</b>	I get bored if the person moves too slowly.	I try to be supportive of the speaker, knowing how hard the job is.	I want it to be entertaining as well as informative.	I look for the logic behind what the speaker is saying.
18	<b>When you are about to step in a lift, which activity suits you best?</b>	Press the close button as soon as everyone steps in the lift	Greet the people you know in the lift	Press the "open" door in case if anyone is hurrying to enter the lift	Analyze how many people can fit into the lift based on its capacity
19	<b>When I feel verbally attacked by another person...</b>	I tell her to stop it.	I feel hurt but usually don't say anything about it to him.	I ignore her anger and try to focus on the facts of the situation.	I let him know in strong terms that I don't like his behavior.
20	<b>When explaining a problem to someone whom I need help from...</b>	I explain the problem in as much detail as possible.	I sometimes exaggerate to make my point.	I try to explain how the problem makes me feel.	I explain how I would like the problem to be solved.
	<b>DRIVER</b>	<b>0</b>			
	<b>EXPRESSIVE</b>	<b>0</b>			
	<b>AMIABLE</b>	<b>0</b>			
	<b>ANALYTICAL</b>	<b>0</b>			