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| **QUESTIONNAIRE** |  |  |  |  |
| Examine the following word sets and choose one from each set that describes you best. | | | | |
| When you have answered all twenty, plot your answers on the score sheet. | | | | |

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| --- | --- | --- | --- |
| 1. a. Persuasive b. Fearful c. Open-minded d. Original | 1. a. Cautious b. Convincing c. Aggressive d. Good-natured | 1. a. Docile b. Dogged c. Open-minded d. Bold | 1. a. Charming b. Loyal c. Determined d. Even-tempered |
| 1. a. Willing b. Eager c. Nervy d. Strong-willed | 1. a. Agreeable b. High-spirited c. Confident d. Even-tempered | 1. a. Obliging b. Assertive c. Precise d. Animated | 1. a. Disciplined b. Cheerful c. Restless d. Resigned |
| 1. a. Sympathetic b. Persistent c. Obedient d. Spontaneous | 1. a. Competitive b. Tolerant c. Fussy d. Pioneering | 1. a. Respectful b. Jovial c. Influential d. Optimistic | 1. a. Generous b. Unconquerable c. Inspiring d. Submissive |
| 1. a. Considerate b. Brave c. Timid d. Adaptable | 1. a. Argumentative b. Kind c. Nonchalant d. Patient | 1. a. Self-reliant b. Lighthearted c. Soft spoken d. Trusting | 1. a. Adventurous b. Peaceful c. Positive d. Moderate |
| 1. a. Cordial b. Vigorous c. Receptive   d. Controlled | 1. a. Accurate   b. Good mixer c. Decisive d. Lenient | 1. a. Talkative b. Conventional c. Outspoken d. Satisfied | 1. a. Audacious b. Popular c. Companionable d. Polished |

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| **INSTRUCTION** |  |  |  |  |
|  |  |  |  |  |
| Circle the letter that you chose from each question (1 to 20). Add up how many circles you have in each column. | | | | |
| This will indicate your preferences for each personality type. | | | | |
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|  | **ANALYTICAL** | **SUPPORTER** | **PROMOTER** | **CONTROLLER** |
|  | **(BLUE)** | **(GREEN)** | **(YELLOW)** | **(RED)** |
| **1** | c | b | d | a |
| **2** | a | d | b | c |
| **3** | c | a | d | b |
| **4** | d | b | a | c |
| **5** | c | a | b | d |
| **6** | d | a | b | c |
| **7** | c | a | d | b |
| **8** | d | b | c | a |
| **9** | c | a | d | b |
| **10** | c | b | d | a |
| **11** | a | b | c | d |
| **12** | d | a | c | b |
| **13** | c | a | d | b |
| **14** | d | b | c | a |
| **15** | d | b | c | a |
| **16** | d | b | a | c |
| **17** | d | c | a | b |
| **18** | a | d | b | c |
| **19** | b | d | a | c |
| **20** | d | b | c | a |
| **TOTAL** |  |  |  |  |