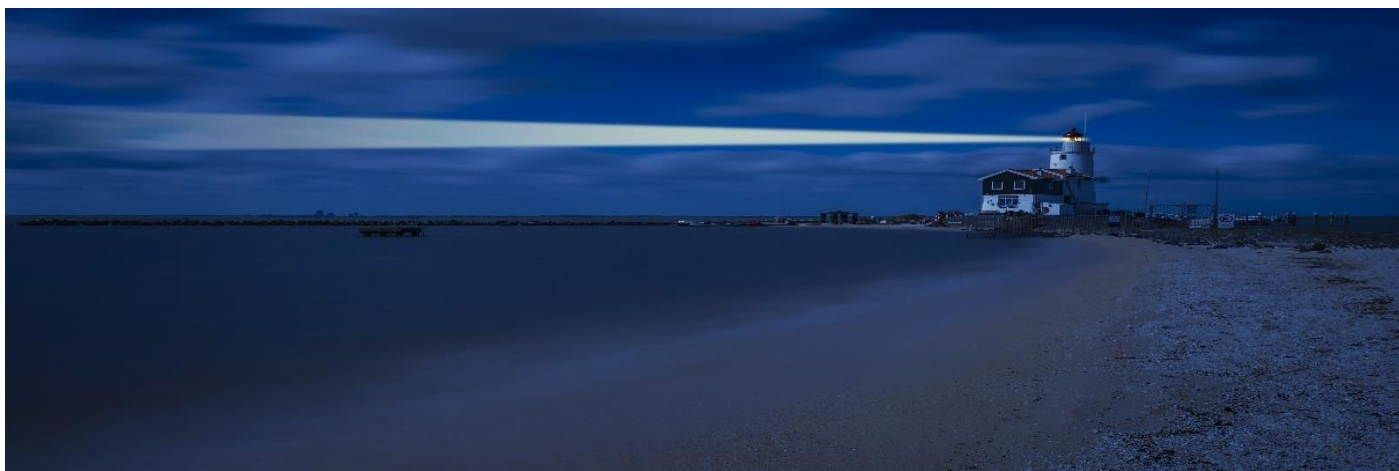


YOUR PERSONALITY TEST

WHO ARE YOU ?



Your Strengths

In each of the following rows of four words **ACROSS** the page, place an **X** in front of the word that most often applies to you. Continue through all eighty lines, on the strength and weakness pages. Be sure each of the numbers are marked

1---Animated	---Adventurous	---Analytical	---Adaptable
2---Persistent	---Playful	---Persuasive	---Peaceful
3---Submissive	---Self-sacrificing	---Sociable	---Strong-willed
4---Considerate	---Controlled	---Competitive	---Convincing
5---Refreshing	---Respectful	---Reserved	---Resourceful
6---Satisfied	---Sensitive	---Self-reliant	---Spirited
7---Planner	---Patient	---Positive	---Promoter
8---Sure	---Spontaneous	---Scheduled	---Shy
9---Orderly	---Obliging	---Outspoken	---Optimistic
10---Friendly	---Faithful	---Funny	---Forceful
11---Daring	---Delightful	---Diplomatic	---Detailed
12---Cheerful	---Consistent	---Cultured	---Confident
13---Idealistic	---Independent	---Inoffensive	---Inspiring
14---Demonstrative	---Decisive	---Dry Humour	---Deep
15---Mediator	---Musical	---Mover	---Mixes Easily
16---Thoughtful	---Tenacious	---Talker	---Tolerant
17---Listener	---Loyal	---Leader	---Lively
18---Contented	---Chief	---Chart maker	---Cute
19---Perfectionist	---Permissive	---Productive	---Popular
20---Bouncy	---Bold	---Behaved	---Balanced

Your Weakness

21---Brassy	---Bossy	---Bashful	---Blank
22---Undisciplined	---Unsympathetic	---Unenthusiastic	---Unforgiving
23---Reluctant	---Resentful	---Resistant	---Repetitious
24---Fussy	---Fearful	---Forgetful	---Frank
25---Impatient	---Insecure	---Indecisive	---Interrupts
26---Unpopular	---Uninvolved	---Unpredictable	---Unaffectionate
27---Headstrong	---Haphazard	---Hard to Please	---Hesitant
28---Plain	---Pessimistic	---Proud	---Permissive
29---Angered Easily	---Aimless	---Argumentative	---Alienated
30---Naïve	---Negative Attitude	---Nervy	---Nonchalant
31---Worrier	---Withdrawn	---Workaholic	---Wants Credit
32---Too Sensitive	---Tactless	---Timid	---Talkative
33---Doubtful	---Disorganised	---Domineering	---Depressed
34---Inconsistent	---Introvert	---Intolerant	---Indifferent
35---Messy	---Moody	---Mumbles	---Manipulative
36---Slow	---Stubborn	---Show off	---Sceptical
37---Loner	---Lords over Others	---Lazy	---Loud
38---Sluggish	---Suspicious	---Short-tempered	---Scatter-brained
39---Revengeful	---Restless	---Reluctant	---Rash
40---Compromising	---Critical	---Crafty	---Changeable

When you have completed this form, transfer all your Xs to the score sheet and add up your **COLUMN** totals.

Scoring Sheet – Strengths

INFLUENCE SANGUINE EXPRESSIVE

DOMINANCE CHOLERIC DIRECTOR

CONSCIENTIOUS MELANCHOLIC ANALYTICAL

STEADINESS PHLEGMATIC RELATOR

1---Animated	---Adventurous	---Analytical	---Adaptable
2---Playful	---Persuasive	---Persistent	---Peaceful
3---Sociable	---Strong-willed	---Self-sacrificing	---Submissive
4---Convincing	---Competitive	---Considerate	---Controlled
5---Refreshing	---Resourceful	---Respectful	---Reserved
6---Spirited	---Self-Reliant	---Sensitive	---Satisfied
7---Promotor	---Positive	---Planner	---Patient
8---Spontaneous	---Sure	---Scheduled	---Shy
9---Optimistic	---Outspoken	---Orderly	---Obliging
10---Funny	---Forceful	---Faithful	---Friendly
11---Delightful	---Daring	---Detailed	---Diplomatic
12---Cheerful	---Confident	---Cultured	---Consistent
13---Inspiring	---Independent	---Idealistic	---Inoffensive
14---Demonstrative	---Decisive	---Deep	---Dry Humour
15---Mixes Easily	---Mover	---Musical	---Mediator
16---Talker	---Tenacious	---Thoughtful	---Tolerant
17---Lively	---Leader	---Loyal	---Listener
18---Cute	---Chief	---Chart maker	---Contented
19---Popular	---Productive	---Perfectionist	---Permissive
20---Bouncy	---Bold	---Behaved	---Balanced

TOTALS -----

Scoring Sheet –Weakness

INFLUENCE SANGUINE EXPRESSIVE

DOMINANCE CHOLERIC DIRECTOR

CONSCIENTIOUS MELANCHOLIC ANALYTICAL

STEADINESS PHLEGMATIC RELATOR

21----Brassy	----Bossy	----Bashful	----Blank
22----Undisciplined	----Unsympathetic	----Unforgiving	----Unenthusiastic
23----Repetitive	----Resident	----Resentful	----Reluctant
24----Forgetful	----Frank	----Fussy	----Fearful
25----Interrupts	----Impatient	----Insecure	----Indecisive
26----Unpredictable	----Unaffectionate	----Unpopular	----Uninvolved
27----Haphazard	----Headstrong	----Hard to Please	----Hesitant
28----Permissive	----Proud	----Pessimistic	----Plain
29----Angered Easily	----Argumentative	----Alienated	----Aimless
30----Naïve	----Nervy	----Negative Attitude	----Nonchalant
31----Wants Credit	----Workaholic	----Withdrawn	----Worrier
32----Talkative	----Tactless	----Too Sensitive	----Timid
33----Disorganised	----Domineering	----Depressed	----Doubtful
34----Inconsistent	----Intolerant	----Introvert	----Indifferent
35----Messy	----Manipulative	----Moody	----Mumbles
36----Show-off	----Stubborn	----Sceptical	----Slow
37----Loud	----Lord over Others	----Loner	----Lazy
38----Scatter-brained	----Short-tempered	----Suspicious	----Sluggish
39----Restless	----Rash	----Revengeful	----Reluctant
40----Changeable	----Crafty	----Critical	----Compromising

TOTALS -----

COMBINED

TOTALS -----

INFLUENCE / SANGUINE (EXPRESSIVE) – Strengths

THE EXTROVERT

THE TALKER

THE OPTIMIST

THE EXPRESSIVE SANGUINE EMOTIONS

Appealing Personality

Talkative

Life of the Party

Good sense of humour

Memory for colour

Physically holds onto listener

Emotional and demonstrative

Enthusiastic and expressive

Colourful and bubbling over

Curious

Good on stage

Wide-eyed and innocent

Lives in the present

Changeable disposition

Sincere at heart

Always a child

The Sanguine as a Parent

Makes home fun

Is liked by children's friends

Turns disaster into humour

Is the circus master

THE EXPRESSIVE SANGUINE AT WORK

Volunteers for jobs

Thinks up new activities

Looks great on the surface

Creative and colourful

Has energy and enthusiasm

Starts in a flashy way

Inspires others to join in

Charms others to work

The Sanguine as a Friend

Makes friends easily

Loves people

Thrives on people

Seems exciting

Envied by others

Doesn't hold grudges

Apologises quickly

Prevents dull moments

Likes spontaneous activities

INFLUENCE / SANGUINE (EXPRESSIVE) – Weakness

THE EXTROVERT

THE TALKER

THE OPTIMIST

THE EXPRESSIVE SANGUINE EMOTIONS

Compulsive talker

Exaggerates and elaborates

Dwells on trivia

Can't remember names

Scares others off

Too happy for some

Egotistical

Bluster and complains

Naïve gets taken in

Has loud voice and laugh

Controlled by circumstances

Gets angry easily

Seems phoney to some

Never grows up

The Expressive Sanguine as a Parent

Forgets children's appointments

Disorganised

Doesn't listen to the whole story

Keeps home on a frenzy

THE EXPRESSIVE SANGUINE AT WORK

Would rather talk

Forgets obligations

Doesn't follow through

Confidence fades fast

Undisciplined

Priorities out of order

Decide by feelings

Easily distracted

The Expressive Sanguine as a Friend

Hates to be alone

Needs to be centre stage

Wants to be popular

Looks for credit

Dominates Conversations

Interrupts and doesn't listen

Answers for others

Fickle and forgetful

Makes excuses

Repeats stories

DOMINANCE / CHOLERIC (DIRECTOR) – Strengths

THE EXTROVERT

THE DOER

THE OPTIMIST

THE CHOLERIC DIRECTOR EMOTIONS

THE CHOLERIC DIRECTOR AT WORK

Born Leader

Goal Orientated

Dynamic and active

Sees the whole picture

Compulsive need for change

Organises well

Must correct wrongs

Seeks practical solutions

Strong-willed and decisive

Moves quickly into action

Unemotional

Delegates work

Not easily discouraged

Insists on production

Independent and self sufficient

Makes the Goal

Excludes Confidence

Stimulates Activities

Can run anything

Thrives on Opposition

The Cholerice Director as a Parent

The Cholerice Director as a Friend

Exerts sound leadership

Has little need for friends

Establishes goals

Will work for a group activity

Motivates family to action

Will lead and organise

Knows the right answer

Is usually right

Organises households

Excels in emergencies

DOMINANCE / CHOLERIC (DIRECTOR) – Weakness

THE DOER

THE OPTIMIST

THE EXTROVERT

THE CHOLERIC DIRECTOR EMOTIONS

THE CHOLERIC DIRECTOR AT WORK

Bossy

Little tolerance for mistakes

Impatient

Doesn't analyse details

Quick-tempered

Bored by trivia

Can't relax

May make rash decisions

Too Impetuous

May be rude or tactless

Enjoys controversy and arguments

Manipulates people

Won't give up when losing

End justifies the means

Comes on too strong

Work may become his God

Inflexible

Demands loyalty in the ranks

Is not complimentary

Dislikes tears and emotion

Is unsympathetic

The Choleric Director as a Parent

The Choleric Director as a Friend

Tends to overdominate

Tends to use people

Too busy for some

Dominates conversations

Gives answers too quickly

Decides for others

Impatient with poor performance

Knows everything

Won't let children relax

Can do anything better

May send them into depression

Is too independent

Possessive of friends and mate

Can't say I'm sorry

May be right but unpopular

CONSCIENTIOUS / MELANCHOLIC (ANALYST) – Strengths

THE INTROVERT

THE THINKER

THE PESSIMIST

THE MELANCHOLIC ANALYST EMOTIONS

THE MELANCHOLIC ANALYST AT WORK

Deep and thoughtful

Analytical

Serious and purposeful

Genius prone

Talented and creative

Artistical or musical

Philosophical and poetic

Appreciative of beauty

Sensitive to others

Self-sacrificing

Conscientious

Idealistic

The Melancholic Analyst as a Parent

Sets high standards

Wants everything done right

Keeps home in good order

Picks up after children

Sacrifices own will for others

Encourages scholarship and talent

Scheduled orientated

Perfectionist high standards

Detail conscious

Persistent and thorough

Orderly and organised

Neat and tidy

Economical

Sees the problem

Finds creative solutions

Needs to finish what he starts

Likes charts, graphs, figures and lists

The Melancholic Analyst as a Friend

Makes friends cautiously

Content to stay in the background

Avoids causing attention

Faithful and devoted

Will listen to complaints

Can solve others' problems

Deep concern for other people

Moved to tears with compassion

Seeks ideal mate

CONSCIENTIOUS / MELANCHOLIC (ANALYST) – Weakness

THE INTROVERT

THE THINKER

THE PESSIMIST

THE MELANCHOLIC ANALYST EMOTIONS

THE MELANCHOLIC ANALYST AT WORK

Remembers the negatives

Moody and depressed

Enjoys being hurt

Has false humility

Off in another world

Low self image

Has selective hearing

Self-centred

Too introspective

Persecution complex

Tends to be hypochondria

The Melancholic Analyst as a Parent

Puts goals beyond reach

May discourage children

May be too meticulous

Becomes a martyr

Sulks over disagreements

Puts guilt upon children

Not people orientated

Depressed over imperfections

Chooses difficult work

Hesitant to start projects

Spends too much time planning

Prefers analysis to work

Self-deprecating

Hard to please

Standards often too high

Deep need for approval

The Melancholic Analyst as a Friend

Lives through others

Insecure socially

Withdrawn and remote

Critical of others

Holds back affection

Dislikes those opposition

Suspicious of people

Anatagonistic and vengful

Unforgiving

Full of contradictions

Skeptical of compliments

STEADINESS / PHLEGMATIC (RELATOR) – Strengths

THE INTROVERT

THE WATCHER

THE PESSIMIST

THE PHLEGMATIC RELATOR EMOTIONS

Low key personality
Easy going and relaxed
Calm, cool and collected
Patient and well-balanced
Consistent life
Quiet and witty
Sympathetic and kind
Keep emotions hidden
Happily reconciled to life
All purpose person

The Phlegmatic Relator as a Parent

Makes a good parent
Takes time for children
Is not in a hurry
Can take the good with the bad
Doesn't get upset easily

THE PHLEGMATIC RELATOR AT WORK

Competent and steady
Peaceful and agreeable
Has administrative abilities
Mediates problems
Avoids conflicts
Good under pressure
Finds the easy way

The Phlegmatic Relator as a Friend

Easy to get along with
Pleasant and enjoyable
Inoffensive
Good listener
Dry sense of humor
Enjoys watching people
Has many friends
Has compassion and concern

STEADINESS / PHLEGMATIC (RELATOR) – Weakness

THE INTROVERT

THE WATCHER

THE PESSIMIST

THE PHLEGMATIC RELATOR EMOTIONS

THE PHLEGMATIC RELATOR AT WORK

Unenthusiastic

Not Goal Orientated

Fearful and worried

Lacks self motivation

Indecisive

Hard to get moving

Avoids Responsibility

Resents being pushed

Quiet will of iron

Lazy and careless

Selfish

Discourages others

Too shy and reticent

Would rather watch

Too compromising

Self Righteous

The Phlegmatic Relator as a Parent

The Phlegmatic Relator as a friend

Lax on dicipline

Dampens enthusiasm

Doesn't organise home

Stays uninvolved

Takes life too easy

Is not exciting

Indifferent to plans

Judges others

Sarcastic and teasing

Resistant to changes