

YOUR PERSONALITY PROFILE

Directions: In each of the following rows of *four* words across, place an X in front of the *one* word that most often applies to you. Continue through all forty lines; be sure each number is marked. If you are not sure which word “most applies”, ask a spouse or a friend, and think of what your answer would have been when you were a child.

Take the Test!

1		Adventurous		Adaptable		Animated		Analytical
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		Pleasant		Productive		Popular
20		Bouncy		Bold		Behaved		Balanced
21		Blank		Bashful		Brassy		Bossy
22		Undisciplined		Unsympathetic		Unenthusiastic		Unforgiving
23		Reticent		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		Anger Easily		Aimless		Argumentative		Alienated
30		Naïve		Negative		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31		Worrier		Withdrawn		Workaholic		Wants Credit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		Lord Over Others		Lazy		Loud
38		Sluggish		Suspicious		Short Tempered		Scatterbrain
39		Revengeful		Restless		Reluctant		Rash
40		Compromising		Critical		Crafty		Changeable

Collate your Results!

Personality Scoring Sheet: Now transfer all your X's to the corresponding words on the Personality Scoring Sheet and add up your totals. For example, if you checked Animated on the profile, check it on the scoring sheet. (Note: The words are in a different order on the profile and scoring sheet)

STRENGTHS

	PERSUADERS	CONTROLLERS	ANALYSERS	STABILIZERS
	Popular	Powerful	Perfect	Peaceful
	Sanguine (confident)	Choleric (Bad tempered)	Melancholy (sad)	Phlegmatic (indifferent)
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	Promoter	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	Pleasant
20	Bouncy	Bold	Behaved	Balanced

TOTAL STRENGTHS

WEAKNESSES

	PERSUADERS	CONTROLLERS	ANALYSERS	STABILIZERS
	Popular	Powerful	Perfect	Peaceful
	Sanguine (confident)	Choleric (Bad tempered)	Melancholy (sad)	Phlegmatic (indifferent)
21	Brassy	Bossy	Bashful	Blank
22	Undisciplined	Unsympathetic	Unforgiving	Unenthusiastic
23	Repetitious	Resistant	Resentful	Reticent
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	Plan
29	Anger 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	Scatterbrained	Short Tempered	Suspicious	Sluggish
39	Restless	Rash	Revengeful	Reluctant
40	Changeable	Crafty	Critical	Compromising

TOTAL WEAKNESSES

COMBINED TOTALS

PERSONALITY SUMMARIES

(Persuader)

Popular Sanguine summary

Dictionary Definition: Sanguine – naturally cheerful and hopeful

Let's do it the fun way.

- Desire: have fun
- Emotional needs: attention, affection, approval and acceptance
- Key strengths: can talk about anything at any time at any place with or without information. Has a bubbly personality, optimism, sense of humour, storytelling ability, likes people.
- Key weaknesses: disorganised, can't remember details or names, exaggerates, not serious about anything, trusts others to do the work, too gullible and naïve
- Get depressed when: life is no fun and no one seems to love them
- Are afraid of: being unpopular or bored, having to live by the clock or keep a record of money spent
- Likes people who: listen and laugh, praise and approve
- Dislikes people who: criticise, don't respond to their humour, and don't think they are cute
- Are valuable in work: for colourful creativity, optimism, light touch, cheering up others, entertaining
- Could improve if: they got organised, didn't talk so much and learned to tell time
- As leaders they: excite, persuade and inspire others, exude charms and entertain, but are forgetful and poor on follow through
- Tend to marry: perfect melancholies who are sensitive and serious, but the Populares quickly tire of having to cheer them up all the time and of being made to feel inadequate and stupid
- Reaction to stress: leave the scene, go shopping, find a fun group, create excuses and blame others
- Recognised by: constant talking, loud volume, bright eyes, moving hands, colourful expressions, enthusiasm ability to mix easily

(Analyser)

Perfect Melancholy Summary

Dictionary Definition: Melancholy – feeling of sadness especially when happening often or lasting a long time, depression, quiet thoughtfulness, pensiveness

Let's do it the right way.

- Desire: have it right
- Emotional needs: sense of stability, space, silence, sensitivity and support
- Key strengths: ability to organise, set long range goals, have high standards and ideals, analyse deeply
- Key weaknesses: easily depressed, too much time on preparation, too focused on details, remembers negatives, suspicious of others
- Get depressed when: life is out of order, standards aren't met and no one seems to care
- Are afraid of: no one understanding how they really feel, making mistakes, having to compromise standards
- Like people who: are serious, intellectual, deep and will carry on a sensible conversation
- Dislike people who: are lightweights, forgetful, late, disorganised, superficial, prevaricating and unpredictable
- Are valuable in work: for sense of details, love of analysis, follow through, high standard of performance, compassion for the hurting
- Could improve if: they didn't take life quite so seriously and didn't insist others be perfectionists
- As leaders they: organise well, are sensitive to people's feelings, have deep creativity, want quality performance
- Tend to marry: Popular Sanguines for their personalities and social skills, but soon try to shut them up and get them on schedule, becoming depressed when they don't respond
- Reaction to stress: withdraw, get lost in a book, become depressed, give up, and recount the problems
- Recognised by: serious, sensitive nature, well mannered approach, self deprecating comments, meticulous and well groomed looks (exceptions are hippy-type intellectuals, musicians, poets, who feel attention to clothes and looks is worldly and detracts from their inner strengths)

(Controller)**Powerful Choleric Summary**

Dictionary Definition: Choleric – showing a quick temper, angry

Let's do it my way.

- Desire: have control
- Emotional needs: sense of obedience, appreciation for accomplishments and credit for ability
- Key strengths: ability to take charge of anything instantly, make quick, correct judgements
- Key weaknesses: unwilling to delegate or give credit to others
- Get depressed when: life is out of control and people won't do things their way
- Are afraid of: losing control of anything, such as losing a job, not being promoted, becoming seriously ill, having a rebellious child or unsupportive mate
- Like people who: are supportive and submissive, see things their way, cooperate quickly and let them take the credit
- Dislike people who: are lazy and not interested in working constantly, who buck their authority, get independent or aren't loyal
- Are valuable in work: because they can accomplish more than anyone else in a shorter time and are usually right, but may stir up trouble
- Could improve if: they allowed others to make decisions, delegated authority, become more patient, didn't expect everyone to produce as they do
- As leaders they: have a natural feel for being in charge, a quick sense of what will work, and a sincere belief in their ability but may overwhelm less aggressive people
- Tend to marry: Perfect Melancholies who will quietly obey and not buck their authority, but who never accomplish enough or get excited over their projects
- Reaction to stress: tighten control, work harder, exercise more, get rid of offender
- Recognised by: fast moving approach, quick grab for control, self confidence, restless and overpowering attitude

(Stabiliser)**Peaceful Phlegmatic Summary**

Dictionary Definition: Phlegmatic – not easily excited to action or feeling, sluggish or apathetic, cool or self possessed

Let's do it the easy way.

- Desire: have no conflict, keep peace
- Emotional needs: sense of respect, feeling of worth, understanding, emotional support
- Key strengths: balance, even disposition, dry sense of humour, pleasing personality
- Key weaknesses: lack of decisiveness, enthusiasm and energy, no obvious flaws but a hidden will of iron
- Get depressed when: life is full of conflict, they have to face personal confrontation, no one wants to help, the buck stops with them
- Are afraid of: having to deal with a major personal problem, being left holding the bag, making major changes
- Like people who: will make decisions for them, will recognise their strengths, will not ignore them and will give them respect
- Dislike people who: are too pushy, too loud, and expect too much of them
- Are valuable in work: because they cooperate and are a calming influence, keep peace, mediate between contentious people, and objectively solve problems
- Could improve if: they set goals and become self motivated, they are willing to do more and move faster than expected, and could face their own problems as well as they handle other peoples
- As leaders they: keep calm, cool and collected, don't make impulsive decisions, are well liked and inoffensive, won't cause trouble, but don't often come up with brilliant new ideas
- Tend to marry: Powerful Cholerics because they respect their strength and decisiveness, but later the Peacefuls get tired of being pushed around and looked down upon
- Reaction to stress: hide from it, watch television, eat, tune out of life
- Recognised by: calm approach, relaxed posture, sitting or leaning when possible