Your Personality Profile

In each of the following rows of four words across, check the one or two words that most often apply to you. Continue through all 40 lines. If you are not sure which word best applies to you, ask a spouse or a close friend, or think of what your answer would have been when you were a child—the answer that most applies to your natural personality. Use the word definitions on the next page for the most accurate results.

STRENGTHS

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

WEAKNESSES

21 🔾 Blank	☐ Bashful	☐ Brassy	Bossy
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 🛘 Angered easily	☐ Airnless	☐ Argumentative ☐ Alienated	☐ Alienated
30 🖾 Naive	☐ Negative attitude	□ Nervy	☐ Nonchalant
31 Worrier	□ Withdrawn	■ Workaholic	☐ Wants credit
32 Too sensitive	□ Tactless	☐ Timid	□ Talkative
33 Doubtful	□ Disorganized	Domineering	□ Depressed
34 ☐ Inconsistent	☐ Introvert	☐ Intolerant	□ Indifferent
35 🖾 Messy	☐ Moody	☐ Mumbles	□ Manipulative
36 □ Slow	☐ Stubborn	□ Show-off	□ Skeptical
37 🚨 Loner	☐ Lord over others	Lazy	Loud
38 🔲 Sluggish	☐ Suspicious	□ Short-	☐ Scatterbrained
	58	tempered)
39 🗆 Revengeful	☐ Restless	□ Reluctant	□ Rash
40 Compromising	☐ Critical	☐ Crafty	☐ Changeable

Personality Scoring Sheet

Transfer all of your Xs to the corresponding words on the following Personality Scoring Sheet, and then add up your totals. For example, if you checked "animated" on the profile, check it on the scoring sheet below. (Note: The words are in a different order on the Profile and the Scoring Sheet.)

STRENGTHS

Totals Strengths	20 🗅 Bouncy	19 🚨 Popular	18 🖾 Cute	17 🗅 Lively	16 🗖 Talker	15 🗆 Mix	14 🗆 Den	13 🗖 Insp	12 🚨 Che	11 🚨 Deli	10 🗖 Funny	9 🗖 Opt	8 🗆 Spc	7 🚨 Pro	6 🗆 Spir	5 🛭 Refi	4 🚨 Cor	3 🛚 Soc	2 🚨 Playful	1	Popular Sanguine	
engths	Incy	ular	О	יני ע	er	Mixes easily	Demonstrative	Inspiring	Cheerful	Delightful	ny	Optimistic	Spontaneous	Promoter	Spirited	Refreshing	Convincing	Sociable	ì	nated	ine T	
]	☐ Bold	□ Productive	☐ Chief	☐ Leader	☐ Tenacious	■ Mover	Decisive	☐ Independent :	☐ Confident	□ Daring	☐ Forceful	Outspoken	☐ Sure	□ Positive	□ Self-reliant	Resourceful	□ Competitive	☐ Strong-willed	☐ Persuasive	□ Adventurous	Powerful Choleric	
	Behaved	Perfectionist	□ Chartmaker	CI Loyal	☐ Thoughtful	☐ Musical	☐ Deep	☐ Idealistic	Cultured	Detailed	Faithful	☐ Orderly	□ Scheduled	□ Planner	□ Sensitive	☐ Respectful	□ Considerate	□ Self-sacrificing	□ Persistent	☐ Analytical	Perfect Melancholy	
]	Balanced	Pleasant	□ Contented	□ Listener	□ Tolerant	□ Mediator	Dry humor	☐ Inoffensive	□ Consistent	Diplomatic	Friendly	Obliging	□ Shy	Patient	Satisfied	☐ Reserved	□ Controlled	J □ Submissive	Peaceful	☐ Adaptable	Peaceful Phlegmatic	

WEAKNESSES

3200

Combined Totals		Totals Weaknesses	40 🖫 Changeable 🔲	39 🗀 Restless 🗀	38 🗆 Scatterbrained 🗅	37 🖾 Loud	36 🗆 Show-off	35 O Messy	34 🗍 Inconsistent	33 🛘 Disorganized 🗔	32 🗖 Talkative	31 🔾 Wants credit 🔾		30 🖾 Naive	29 Cl Angered easily Cl	28 🔲 Permissive	27 🖸 Haphazard 💢	26 🗖 Unpredictable 🚨	25 🗖 Interrupts 💢	24 🗆 Forgetful 💮	23 🗆 Repetitious 🔾	22 🗖 Undisciplined 🚨	21 C Brassy C	Popular Po Sanguine Cl
l	<u></u>		□ Crafty	☐ Rash	Short-tempered☐ Suspicious	☐ Lord over others☐ Loner	Stubborn	■ Manipulative	☐ Intolerant	Domineering	Tactless	□ Workaholic		☐ Nervy	☐ Argumentative	☐ Proud	☐ Headstrong	□ Unaffectionate	☐ Impatient	☐ Frank	☐ Resistant	□ Unsympathetic	☐ Bossy	Powerful Choleric
			☐ Critical	☐ Revengeful	Suspicious	☐ Loner	□ Skeptical	☐ Moody	☐ Introvert	☐ Depressed	☐ Too sensitive	□ Withdrawn	attitude	□ Negative	Alienated	Pessimistic	☐ Hard to please ☐ Hesitant	Unpopular	☐ insecure	☐ Fussy	☐ Resentful	Unforgiving	🗅 Bashful	Perfect Melancholy
]	□ Compromising	☐ Reluctant	☐ Sluggish	□ Lazy	□ Slow	☐ Mumbles	□ Indifferent	Doubtful	☐ Timid	□ Worrier		☐ Nonchalant	☐ Aimless	Q Plain	∋ 🚨 Hesitant	☐ Uninvolved	☐ Indecisive	🛚 Fearful	☐ Reticent	□ Unenthusiastic	☐ Blank	Peaceful Phlegmatic

Tallying Your Score

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Once you've transferred your answers to the scoring sheet, added up your total number of answers in each of the four columns, and added your totals from both the strengths and weaknesses sections, you can determine your dominant Personality type. You will also be able to determine what Personality combination you possess. For example, if your score is 35 in Powerful Choleric strengths and weaknesses, you will be almost all Powerful Choleric. But if your score is 16 in Powerful Choleric, 14 in Perfect Melancholy, and 5 in each of the others, you're a Powerful Choleric with strong Perfect Melancholy traits. You will also be able to determine your least dominant Personality type. As you read and work with the material in this book, you'll understand how to put your strengths to work for you, how to compensate for the weaknesses in your dominant type, and how to understand the strengths and weaknesses of other types.

Note

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