

# Personality Profile

**Directions:** In *each* of the following rows (*four words each row*), place an X in front of the **one** word that *most often* applies to you. If you are not sure which word *most* applies, ask a spouse or friend.

## Strengths

1. \_\_\_\_\_ Adventurous \_\_\_\_\_ Adaptable \_\_\_\_\_ Animated \_\_\_\_\_ Analytical

*Adventurous:* Will take on new and daring enterprises with a determination to master them.

*Adaptable:* Easily fits and is comfortable in any situation.

*Animated:* Full of life, lively use of hand, arm, and face gestures.

*Analytical:* Likes to examine the parts for their logical and proper relationships.

2. \_\_\_\_\_ Persistent \_\_\_\_\_ Playful \_\_\_\_\_ Persuasive \_\_\_\_\_ Peaceful

*Persistent:* Sees one project through to its completion before starting another.

*Playful:* Full of fun and good humor.

*Persuasive:* Convinces through logic and fact rather than charm or power.

*Peaceful:* Seems undisturbed and tranquil and retreats from any form of strife.

3. \_\_\_\_\_ Submissive \_\_\_\_\_ Self-sacrificing \_\_\_\_\_ Sociable \_\_\_\_\_ Strong-willed

*Submissive:* Easily accepts any other's point of view or desire with little need to assert his own opinion.

*Self-sacrificing:* Willingly gives up his own personal being for the sake of, or to meet the needs of others.

*Sociable:* Sees being with others as an opportunity to be cute and entertaining rather than as a challenge or business opportunity.

*Strong-willed:* Determined to have his own way.

4. \_\_\_\_\_ Considerate \_\_\_\_\_ Controlled \_\_\_\_\_ Competitive \_\_\_\_\_ Convincing

*Considerate:* Having regard for the needs and feelings of others.

*Controlled:* Has emotional feelings but rarely displays them.

*Competitive:* Turns every situation, happening, or game into a contest and always plays to win!

*Convincing:* Can win you over to anything through the sheer charm of his personality.

5. \_\_\_\_\_ Refreshing \_\_\_\_\_ Respectful \_\_\_\_\_ Reserved \_\_\_\_\_ Resourceful

*Refreshing:* Renews and stimulates or makes others feel good.

*Respectful:* Treats others with deference, honor, and esteem.

*Reserved:* Self-restraint in expression of emotion or enthusiasm.

*Resourceful:* Able to act quickly and effectively in virtually all situations.

6. \_\_\_\_\_ Satisfied \_\_\_\_\_ Sensitive \_\_\_\_\_ Self-reliant \_\_\_\_\_ Spirited

*Satisfied:* Easily accepts any circumstance or situation.

*Sensitive:* Intensively cares about others, and what happens.

*Self-reliant:* Independent, can fully rely on his own capabilities, judgment, and resources.

*Spirited:* Full of life and excitement.

7. \_\_\_\_\_ Planner \_\_\_\_\_ Patient \_\_\_\_\_ Positive \_\_\_\_\_ Promoter

*Planner:* Prefers to work out a detailed arrangement beforehand for the accomplishment of project or goal, and prefers involvement with the planning stages and the finished product rather than the carrying out of the task.

*Patient:* Unmoved by delay, remains calm and tolerant.

*Positive:* Knows it will turn out right if he's in charge.

*Promoter:* Urges or compels others to go along, join, or invest through the charm of his own personality.

8. \_\_\_\_\_ Sure \_\_\_\_\_ Spontaneous \_\_\_\_\_ Scheduled \_\_\_\_\_ Shy

*Sure:* Confident, rarely hesitates or wavers.

*Spontaneous:* Prefers all of life to be impulsive, unpremeditated activity, not restricted by plans.

*Scheduled:* Makes, and lives, according to a daily plan, dislikes his plan to be interrupted.

*Shy:* Quiet, doesn't easily instigate a conversation.

9. \_\_\_\_\_ Orderly \_\_\_\_\_ Obliging \_\_\_\_\_ Outspoken \_\_\_\_\_ Optimistic

*Orderly:* Has a methodical, systematic arrangement of things.

*Obliging:* Accommodating, quick to do it another's way.

*Outspoken:* Speaks frankly and without reserve.

*Optimistic:* Sunny disposition who convinces himself and others that everything will turn out all right.

10. \_\_\_\_\_ Friendly \_\_\_\_\_ Faithful \_\_\_\_\_ Funny \_\_\_\_\_ Forceful

*Friendly:* A responder rather than an initiator, seldom starts a conversation.

*Faithful:* Consistently reliable, steadfast, loyal, and devoted sometimes beyond reason.

*Funny:* Sparkling sense of humor that can make virtually any story into a hilarious event.

*Forceful:* A commanding personality whom others would hesitate to take a stand against.

11. \_\_\_\_\_ Daring \_\_\_\_\_ Delightful \_\_\_\_\_ Diplomatic \_\_\_\_\_ Detailed

*Daring:* Willing to take risks, fearless, bold.

*Delightful:* A person who is upbeat and fun to be with.

*Diplomatic:* Deals with people tactfully, sensitively, and patiently.

*Detailed:* Does everything in proper order with a clear memory of all the things that happen.

12. \_\_\_\_\_ Cheerful \_\_\_\_\_ Consistent \_\_\_\_\_ Cultured \_\_\_\_\_ Confident

*Cheerful:* Consistently in good spirits and promoting happiness in others.

*Consistent:* Stays emotionally on an even keel, responding as one might expect.

*Cultured:* Interests involve both intellectual and artistic pursuits, such as theater, symphony, ballet.

*Confident:* Self-assured and certain of own ability and success.

13. \_\_\_\_\_ Idealistic \_\_\_\_\_ Independent \_\_\_\_\_ Inoffensive \_\_\_\_\_ Inspiring

*Idealistic:* Visualizes things in their perfect form, and has a need to measure up to that standard himself.

*Independent:* Self-sufficient, self-supporting, self-confident, and seems to have little need to help.

*Inoffensive:* Never says (or causes) anything unpleasant or objectionable.

*Inspiring:* Encourages others to work, join, or be involved, and makes the whole thing fun.

14. \_\_\_\_\_ Demonstrative \_\_\_\_\_ Decisive \_\_\_\_\_ Dry humor \_\_\_\_\_ Deep

*Demonstrative:* Openly expresses emotion, especially affection, and doesn't hesitate to touch others while speaking to them.

*Decisive:* Quick, conclusive, judgment-making ability.

*Dry humor:* Exhibits "dry wit," usually one-liners which can be sarcastic in nature.

*Deep:* Intense and often introspective with a distaste for surface conversation and pursuits.

15. \_\_\_\_\_ Mediator \_\_\_\_\_ Musical \_\_\_\_\_ Mover \_\_\_\_\_ Mixes easily

*Mediator:* Consistently finds himself in the role of reconciling differences in order to avoid conflict.

*Musical:* Participates in, or has a deep appreciation for music, is committed to music as an art form, rather than the fun of performance.

*Mover:* Driven by a need to be productive, is a leader whom others follow, finds it difficult to sit still.

*Mixes easily:* Loves a party and can't wait to meet everyone in the room, never meets a stranger.

16. \_\_\_\_\_ Thoughtful \_\_\_\_\_ Tenacious \_\_\_\_\_ Talker \_\_\_\_\_ Tolerant

*Thoughtful:* A considerate person who remembers special occasions and is quick to make a kind gesture.

*Tenacious:* Holds on firmly, stubbornly, and won't let go until the goal is accomplished.

*Talker:* Constantly talking, generally telling funny stories and entertaining everyone around, feeling the need to fill the silence in order to make others comfortable.

*Tolerant:* Easily accepts the thoughts and ways of others without the need to disagree with or change them.

17. \_\_\_\_\_ Listener \_\_\_\_\_ Loyal \_\_\_\_\_ Leader \_\_\_\_\_ Lively

*Listener:* Always seems willing to hear what you have to say.

*Loyal:* Faithful to a person, ideal, or job, sometimes beyond reason.

*Leader:* A natural born director, who is driven to be in charge, and often finds it difficult to believe that anyone else can do the job as well.

*Lively:* Full of life, vigorous, energetic.

18. \_\_\_\_\_ Contented \_\_\_\_\_ Chief \_\_\_\_\_ Chartmaker \_\_\_\_\_ Cute

*Contented:* Easily satisfied with what he has, rarely envious.

*Chief:* Commands leadership and expects people to follow.

*Chartmaker:* Organizes life, tasks, and problem solving by making lists, forms, or graphs.

*Cute:* Precious, adorable, center of attention.

19. \_\_\_\_\_ Perfectionist \_\_\_\_\_ Pleasant \_\_\_\_\_ Productive \_\_\_\_\_ Popular

*Perfectionist:* Places high standards on himself, and often on others, desiring that everything be in proper order at all times.

*Pleasant:* Easygoing, easy to be around, easy to talk with.

*Productive:* Must constantly be working or achieving, often finds it very difficult to rest.

*Popular:* Life of the party and therefore much desired as a party guest.

20. \_\_\_\_\_ Bouncy \_\_\_\_\_ Bold \_\_\_\_\_ Behaved \_\_\_\_\_ Balanced

*Bouncy:* A bubbly, lively personality, full of energy.

*Bold:* Fearless, daring, forward, unafraid of risk.

*Behaved:* Consistently desires to conduct himself within the realm of what he

feels is proper.

*Balanced*: Stable, middle-of-the-road personality, not subject to sharp highs or lows.

## Weaknesses

21. \_\_\_\_\_ Blank \_\_\_\_\_ Bashful \_\_\_\_\_ Brassy \_\_\_\_\_ Bossy

*Blank*: Shows little facial expression or emotion.

*Bashful*: Shrinks from getting attention, resulting from self-consciousness.

*Brassy*: Showy, flashy, comes on strong, too loud.

*Bossy*: Commanding, domineering, sometimes overbearing in adult relationships.

22. \_\_\_\_\_ Undisciplined \_\_\_\_\_ Unsympathetic \_\_\_\_\_ Unenthusiastic \_\_\_\_\_ Unforgiving

*Undisciplined*: Lack of order permeates most every area of his life.

*Unsympathetic*: Finds it difficult to relate to the problems or hurts of others.

*Unenthusiastic*: Tends to not get excited, often feeling it won't work anyway.

*Unforgiving*: Has difficulty forgiving or forgetting a hurt or injustice done to them, apt to hold onto a grudge.

23. \_\_\_\_\_ Reticent \_\_\_\_\_ Resentful \_\_\_\_\_ Resistant \_\_\_\_\_ Repetitious

*Reticent*: Unwilling or struggles against getting involved, especially when complex.

*Resentful*: Often holds ill feelings as a result of real or imagined offenses.

*Resistant*: Strives, works against, or hesitates to accept any other way but his own.

*Repetitious*: Retells stories and incidents to entertain you without realizing he has already told the story several times before, constantly needs something to say.

24. \_\_\_\_\_ Fussy \_\_\_\_\_ Fearful \_\_\_\_\_ Forgetful \_\_\_\_\_ Frank

*Fussy*: Insistent over petty matters or details, calling for great attention to trivial details.

*Fearful*: Often experiences feelings of deep concern, apprehension, or anxiousness.

*Forgetful*: Lack of memory which is usually tied to a lack of discipline and not bothering to mentally record things that aren't fun.

*Frank*: Straightforward, outspoken, and doesn't mind telling you exactly what he thinks.

25. \_\_\_\_\_ Impatient \_\_\_\_\_ Insecure \_\_\_\_\_ Indecisive \_\_\_\_\_ Interrupts

*Impatient*: Finds it difficult to endure irritation or wait for others.

*Insecure*: Apprehensive or lacks confidence.

*Indecisive*: Finds it difficult to make any decision at all. (Not the personality that labors long over each decision in order to make the perfect one.)

*Interrupts*: More of a talker than a listener, starts speaking without even realizing someone else is already speaking.

26. \_\_\_\_\_ Unpopular \_\_\_\_\_ Uninvolved \_\_\_\_\_ Unpredictable \_\_\_\_\_ Unaffectionate

*Unpopular*: A person whose intensity and demand for perfection can push others away.

*Uninvolved*: Has no desire to listen or become interested in clubs, groups, activities, or other people's lives.

*Unpredictable*: May be ecstatic one moment and down the next, or willing to help but then disappears, or promises to come but forgets to show up.

*Unaffectionate*: Finds it difficult to verbally or physically demonstrate tenderness openly.

27. \_\_\_\_\_ Headstrong \_\_\_\_\_ Haphazard \_\_\_\_\_ Hard to please \_\_\_\_\_ Hesitant

*Headstrong*: Insists on having his own way.

*Haphazard*: Has no consistent way of doing things.

*Hard to please*: Standards are set so high that it is difficult to ever satisfy them.

*Hesitant*: Slow to get moving and hard to get involved.

28. \_\_\_\_\_ Plain \_\_\_\_\_ Pessimistic \_\_\_\_\_ Proud \_\_\_\_\_ Permissive

*Plain*: A middle-of-the-road personality without highs or lows and showing little, if any, emotion.

*Pessimistic*: While hoping for the best, generally sees the downside of a situation first.

*Proud*: Has great self-esteem and sees himself as always right and the best person for the job.

*Permissive*: Allows others (including children) to do as they please in order to keep from being disliked.

29. \_\_\_\_\_ Angered easily \_\_\_\_\_ Aimless \_\_\_\_\_ Argumentative \_\_\_\_\_ Alienated

*Angered easily*: Has a childlike flash-in-the-pan temper that expresses itself in tantrum style and is over and forgotten almost instantly.

*Aimless*: Not a goal-setter with little desire to be one.

*Argumentative*: Incites arguments generally because he is right, no matter what the situation may be.

*Alienated*: Easily feels estranged from others, often because of insecurity or fear that others don't really enjoy his company.

30. \_\_\_\_\_ Naïve \_\_\_\_\_ Negative attitude \_\_\_\_\_ Nervy \_\_\_\_\_ Nonchalant

*Naïve*: Simple and childlike perspective, lacking sophistication or comprehension of what the deeper levels of life are really about.

*Negative attitude*: Attitude is seldom positive and is often able to see only the down or dark side of each situation.

*Nervy*: Full of confidence, fortitude, and sheer guts, often in a negative sense.

*Nonchalant*: Easygoing, unconcerned, indifferent.

31. \_\_\_\_\_ Worrier \_\_\_\_\_ Withdrawn \_\_\_\_\_ Workaholic \_\_\_\_\_ Wants credit

*Worrier*: Consistently feels uncertain, troubled, or anxious.

*Withdrawn*: Pulls back to himself and needs a great deal of alone or isolation time.

*Workaholic*: An aggressive goal-setter who must be constantly productive and feels very guilty when resting, is not driven by a need for perfection or completion but by a need for accomplishment and reward.

*Wants credit*: Thrives on the credit or approval of others. As an entertainer, feeds on the applause, laughter, and/or acceptance of an audience.

32. \_\_\_\_\_ Too sensitive \_\_\_\_\_ Tactless \_\_\_\_\_ Timid \_\_\_\_\_ Talkative

*Too sensitive*: Overly introspective and easily offended when misunderstood.

*Tactless*: Sometimes expresses himself in a somewhat offensive and inconsiderate way.

*Timid*: Shrinks from difficult situations.

*Talkative*: An entertaining, compulsive talker who finds it difficult to listen.

33. \_\_\_\_\_ Doubtful \_\_\_\_\_ Disorganized \_\_\_\_\_ Domineering \_\_\_\_\_ Depressed

*Doubtful*: Characterized by uncertainty and lack of confidence that it will ever work out.

*Disorganized*: Lack of ability to ever get life in order.

*Domineering*: Compulsively takes control of situations and/or people, usually telling others what to do.

*Depressed*: Feels down much of the time.

34. \_\_\_\_\_ Inconsistent \_\_\_\_\_ Introvert \_\_\_\_\_ Intolerant \_\_\_\_\_ Indifferent

*Inconsistent*: Erratic, contradictory, with actions and emotions not based on logic.

*Introvert*: Thoughts and interests are directed inward, lives within himself.

*Intolerant*: Appears unable to withstand or accept another's attitude, point of view, or way of doing things.

*Indifferent*: Most things don't matter one way or the other.

35. \_\_\_\_\_ Messy \_\_\_\_\_ Moody \_\_\_\_\_ Mumbles \_\_\_\_\_ Manipulative

*Messy*: Living in a state of disorder, unable to find things.

*Moody*: Doesn't get very high emotionally, but easily slips into low lows, often when feeling unappreciated.

*Mumbles*: Will talk quietly under the breath when pushed, doesn't bother to speak clearly.

*Manipulative*: Influences or manages shrewdly or deviously for his own advantage, will get his way somehow.

36. \_\_\_\_\_ Slow \_\_\_\_\_ Stubborn \_\_\_\_\_ Show-off \_\_\_\_\_ Skeptical

*Slow*: Doesn't often act or think quickly, too much of a bother.

*Stubborn*: Determined to exert his own will, not easily persuaded, obstinate.

*Show-off*: Needs to be the center of attention, wants to be watched.

*Skeptical*: Disbelieving, questioning the motive behind the words.

37. \_\_\_\_\_ Loner \_\_\_\_\_ Lord over \_\_\_\_\_ Lazy \_\_\_\_\_ Loud

*Loner*: Requires a lot of private time and tends to avoid other people.

*Lord over*: Doesn't hesitate to let you know that he is right or is in control.

*Lazy*: Evaluates work or activity in terms of how much energy it will take.

*Loud*: Laugh or voice can be heard above others in the room.

38. \_\_\_\_\_ Sluggish \_\_\_\_\_ Suspicious \_\_\_\_\_ Short-tempered \_\_\_\_\_ Scatterbrained

*Sluggish*: Slow to get started, needs push to be motivated.

*Suspicious*: Tends to suspect or distrust others or ideas.

*Short-tempered*: Has a demanding impatience-based anger and a short fuse. Anger is expressed when others are not moving fast enough or have not completed what they have been asked to do.

*Scatterbrained*: Lacks the power of concentration or attention, flighty.

39. \_\_\_\_\_ Revengeful \_\_\_\_\_ Restless \_\_\_\_\_ Reluctant \_\_\_\_\_ Rash

*Revengeful*: Knowingly or otherwise holds a grudge and punishes the offender, often by subtly withholding friendship or affection.

*Restless*: Likes constant new activity because it isn't fun to do the same things all the time.

*Reluctant*: Unwilling or struggles against getting involved.

*Rash*: May act hastily, without thinking things through, generally because of impatience.

40. \_\_\_\_\_ Compromising \_\_\_\_\_ Critical \_\_\_\_\_ Crafty \_\_\_\_\_ Changeable

*Compromising*: Will often relax his position, even when right, in order to avoid conflict.

*Critical*: Constantly evaluating and making judgments, frequently thinking or expressing negative reactions.

*Crafty*: Shrewd, one who can always find a way to get to the desired end.

*Changeable*: A childlike, short attention span that needs a lot of change and variety to keep from getting bored.

**\*See next page for scoring.**

## Personality Scoring Sheet

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

### Strengths

#### Sanguine

1. \_\_\_ Animated
2. \_\_\_ Playful
  
3. \_\_\_ Sociable
4. \_\_\_ Convincing
5. \_\_\_ Refreshing
6. \_\_\_ Spirited
7. \_\_\_ Promoter
8. \_\_\_ Spontaneous
9. \_\_\_ Optimistic
10. \_\_\_ Funny
11. \_\_\_ Delightful
12. \_\_\_ Cheerful
13. \_\_\_ Inspiring
14. \_\_\_ Demonstrative
15. \_\_\_ Mixes easily
16. \_\_\_ Talker
17. \_\_\_ Lively
18. \_\_\_ Cute
19. \_\_\_ Popular
20. \_\_\_ Bouncy

#### Choleric

- \_\_\_ Adventurous
- \_\_\_ Persuasive
  
- \_\_\_ Strong-willed
- \_\_\_ Competitive
- \_\_\_ Resourceful
- \_\_\_ Self-reliant
- \_\_\_ Positive
- \_\_\_ Sure
- \_\_\_ Outspoken
- \_\_\_ Forceful
- \_\_\_ Daring
- \_\_\_ Confident
- \_\_\_ Independent
- \_\_\_ Decisive
- \_\_\_ Mover
- \_\_\_ Tenacious
- \_\_\_ Leader
- \_\_\_ Chief
- \_\_\_ Productive
- \_\_\_ Bold

#### Melancholy

- \_\_\_ Analytical
- \_\_\_ Persistent
  
- \_\_\_ Self-sacrificing
- \_\_\_ Considerate
- \_\_\_ Respectful
- \_\_\_ Sensitive
- \_\_\_ Planner
- \_\_\_ Scheduled
- \_\_\_ Orderly
- \_\_\_ Faithful
- \_\_\_ Detailed
- \_\_\_ Cultured
- \_\_\_ Idealistic
- \_\_\_ Deep
- \_\_\_ Musical
- \_\_\_ Thoughtful
- \_\_\_ Loyal
- \_\_\_ Chartmaker
- \_\_\_ Perfectionist
- \_\_\_ Behaved

#### Phlegmatic

- \_\_\_ Adaptable
- \_\_\_ Peaceful
  
- \_\_\_ Submissive
- \_\_\_ Controlled
- \_\_\_ Reserved
- \_\_\_ Satisfied
- \_\_\_ Patient
- \_\_\_ Shy
- \_\_\_ Obliging
- \_\_\_ Friendly
- \_\_\_ Diplomatic
- \_\_\_ Consistent
- \_\_\_ Inoffensive
- \_\_\_ Dry humor
- \_\_\_ Mediator
- \_\_\_ Tolerant
- \_\_\_ Listener
- \_\_\_ Contented
- \_\_\_ Pleasant
- \_\_\_ Balanced

### Totals-Strengths

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\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**\*See next page for Weaknesses**

## Weaknesses

### Sanguine

- 21. \_\_\_ Brassy
- 22. \_\_\_ Undisciplined
- 23. \_\_\_ Repetitious
- 24. \_\_\_ Forgetful
- 25. \_\_\_ Interrupts
- 26. \_\_\_ Unpredictable
- 27. \_\_\_ Haphazard
- 28. \_\_\_ Permissive
- 29. \_\_\_ Angered easily
- 30. \_\_\_ Naive
- 31. \_\_\_ Wants credit
- 32. \_\_\_ Talkative
- 33. \_\_\_ Disorganized
- 34. \_\_\_ Inconsistent
- 35. \_\_\_ Messy
- 36. \_\_\_ Show-off
- 37. \_\_\_ Loud
- 38. \_\_\_ Scatterbrained
- 39. \_\_\_ Restless
- 40. \_\_\_ Changeable

### Choleric

- \_\_\_ Bossy
- \_\_\_ Unsympathetic
- \_\_\_ Resistant
- \_\_\_ Frank
- \_\_\_ Impatient
- \_\_\_ Unaffectionate
- \_\_\_ Headstrong
- \_\_\_ Proud
- \_\_\_ Argumentative
- \_\_\_ Nervy
- \_\_\_ Workaholic
- \_\_\_ Tactless
- \_\_\_ Domineering
- \_\_\_ Intolerant
- \_\_\_ Manipulative
- \_\_\_ Stubborn
- \_\_\_ Lord over others
- \_\_\_ Short-tempered
- \_\_\_ Rash
- \_\_\_ Crafty

### Melancholy

- \_\_\_ Bashful
- \_\_\_ Unforgiving
- \_\_\_ Resentful
- \_\_\_ Fussy
- \_\_\_ Insecure
- \_\_\_ Unpopular
- \_\_\_ Hard to please
- \_\_\_ Pessimistic
- \_\_\_ Alienated
- \_\_\_ Negative attitude
- \_\_\_ Withdrawn
- \_\_\_ Too sensitive
- \_\_\_ Depressed
- \_\_\_ Introvert
- \_\_\_ Moody
- \_\_\_ Skeptical
- \_\_\_ Loner
- \_\_\_ Suspicious
- \_\_\_ Revengeful
- \_\_\_ Critical

### Phlegmatic

- \_\_\_ Blank
- \_\_\_ Unenthusiastic
- \_\_\_ Reticent
- \_\_\_ Fearful
- \_\_\_ Indecisive
- \_\_\_ Uninvolved
- \_\_\_ Hesitant
- \_\_\_ Plain
- \_\_\_ Aimless
- \_\_\_ Nonchalant
- \_\_\_ Worrier
- \_\_\_ Timid
- \_\_\_ Doubtful
- \_\_\_ Indifferent
- \_\_\_ Mumbles
- \_\_\_ Slow
- \_\_\_ Lazy
- \_\_\_ Sluggish
- \_\_\_ Reluctant
- \_\_\_ Compromising

### Totals-Weaknesses

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

### Combined Totals (Strengths + Weaknesses)

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Your highest score (Combined Totals) is your predominant personality type.

**\*See next page for Personality Characteristics.**

## **Personality Characteristics**

### **Sanguine:**

- Emotional and demonstrative
- Storytellers
- Warm and physical
- Animated
- Make friends easily

### **Choleric:**

- Strong-willed and decisive
- Have a gift for knowing what needs to be done to make things work
- Goal-oriented
- Organize and delegate well
- Easily assumes leadership roles
- Can offend others because they come across as bossy

### **Melancholy:**

- Deep, thoughtful and analytical
- Natural tendency to foresee problems ahead
- Think, plan and don't mind sticking to routines if it brings accomplishments
- Love details
- Perfectionist
- Sensitive to other's feelings

### **Phlegmatic:**

- Easygoing and calm
- Normally happy
- Don't like conflict and tend to be mediators
- Competent and steady
- Don't want to disappoint anyone
- Good listeners who get along with everyone