

Name:

Date:

Instructions: In the boxes below, identify those behaviors which are the MOST -to - LEAST characteristic of you. Assign 4 points to the characteristic that describes you the MOST. Assign 1 point to the characteristic that describes you the LEAST. 3 points will be assigned to the trait which describes you "second most" and the final column will get the 2. Complete one horizontal ROW at a time. Check to be sure that you have a 1,2,3 & 4 on every horizontal ROW.

1		2		3		4	
Goal Oriented		Enthusiastic		Steadfast		Analytical	
Confident		Personable		Patient		Cautious	
Directing		Optimistic		Systematic		Conscientious	
Competitive		Spontaneous		Easy Going		Perfectionist	
Determined		Persuasive		Agreeable		Curious	
Daring		Impulsive		Stable		Precise	
Restless		Emotional		Protective		Doubting	
Courageous		Charming		Accommodating		Consistent	
Total:		Total:		Total:		Total:	

1. Total the numbers in each of the four columns.
2. Check for accuracy by totaling the four columns together. This should equal 80.
3. Circle your highest total and note which column it is in.

Style One The Director	Style Two The Influencer
<p>Goal Oriented Accepts Challenges Excellent at Problem Solving Likes Immediate Results Makes Quick Decisions Likes Leading and Taking Control Direct Takes Risks and is Daring Bottom Line</p> <p>Desires: Prestige and Authority Challenges Varied Activities Opportunity for Individual Accomplishments</p>	<p>People Oriented Optimistic Enthusiastic Motivational Good Communicator Good Counselor or Coach Interactive Entertaining Intuitive</p> <p>Desires: Public Recognition Freedom of Expression Group Activities Opportunities to Verbalize</p>

Style Three Stabilizer	Style Four Perfectionist
<p>Consistent Patient Desire to Help Others Loyal Good Listener Calm Excited People Predictable Task-Oriented</p> <p>Desires: Appreciation Harmonious Environment Identification with a Group Credit for Work Accomplished</p>	<p>Cautious Analytical Attention to Details Diplomatic Checks for Accuracy Perfectionist Critical Thinker Uses Systematic Approach</p> <p>Desires: Quality and Excellence Reserved Atmosphere Details Opportunity to Demonstrate Expertise</p>

MEETING OTHERS IN THEIR MODEL OF THE WORLD

We all have three basic needs: power, affiliation, and achievement.

- *Power is defined as having a sense of control over your own destiny.*
- *Affiliation is the feeling of being connected to someone or a group.*
- *Achievement is having the feeling of successful completion.*

Importantly, the studies of children who have been extremely violent in a school setting indicate that two of these needs, power and affiliation, were missing.

Where all of us have these three needs, the hierarchy of needs in an individual will differ, they are personality dependent.

PERSONALITIES

List three faces that come to mind right now for each of these categories. Over the next week, confirm or rethink your initial identification.

DIRECTOR:

- 1.
- 2.
- 3.

INFLUENCER

- 1.
- 2.
- 3.

STABILIZER

- 1.
- 2.
- 3.

PERFECTIONIST

- 1.
- 2.
- 3.

PERSONALITY MATCHING

D	D	I	S	P
I	D	I	S	P
S	D	I	S	P
P	D	I	S	P