

YOUR PERSONALITY PROFILE

Personality Profile Instructions

1

Read each of the four words on each horizontal line (numbered across, not down). Be sure to use the word definitions to ensure the correct word choice. For example, without the definitions, you might think "crafty" means one who likes crafts. In this usage, the correct definition is, "Shrewd, one who can always find a way to get to the desired end."

2

Select the one word that most accurately describes who you are naturally. If you had to take a class or read a book to learn a certain behavior, it is not who you are naturally. If you have been forced to take on a role for your job and now function that way fairly naturally, do not check that word. That would be a learned behavior, not a natural one. If you are unsure of which words to choose, ask friends or family. Those who live and work with you day in and day out, who see you at your best and your worst, often know you better than you know yourself. People often have a lot of baggage tied up in who they think they are, and input from others can be insightful.

3

Ideally, check only one word in each four-word grouping. However, if no words feel right, skip that line. If there are two words that seem equal to you and you cannot decide between the two, select both of them. While using this method will not add up perfectly to the total score of 40—as the profile was designed—you will get the most accurate results.

4

Once you have selected the appropriate words to describe who you are naturally, transfer your selections to the scoring sheet and add up the number or check marks in each vertical column. This will indicate your basic and secondary personalities.

PERSONALITY PROFILE

STRENGTHS

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

WEAKNESSES

21	<input type="checkbox"/> Blank	<input type="checkbox"/> Bashful	<input type="checkbox"/> Brassy	<input type="checkbox"/> Bossy
22	<input type="checkbox"/> Undisciplined	<input type="checkbox"/> Unsympathetic	<input type="checkbox"/> Unenthusiastic	<input type="checkbox"/> Unforgiving
23	<input type="checkbox"/> Reticent	<input type="checkbox"/> Resentful	<input type="checkbox"/> Resistant	<input type="checkbox"/> Repetitious
24	<input type="checkbox"/> Fussy	<input type="checkbox"/> Fearful	<input type="checkbox"/> Forgetful	<input type="checkbox"/> Frank
25	<input type="checkbox"/> Impatient	<input type="checkbox"/> Insecure	<input type="checkbox"/> Indecisive	<input type="checkbox"/> Interrupts
26	<input type="checkbox"/> Unpopular	<input type="checkbox"/> Uninvolved	<input type="checkbox"/> Unpredictable	<input type="checkbox"/> Unaffectionate
27	<input type="checkbox"/> Headstrong	<input type="checkbox"/> Haphazard	<input type="checkbox"/> Hard to please	<input type="checkbox"/> Hesitant
28	<input type="checkbox"/> Plain	<input type="checkbox"/> Pessimistic	<input type="checkbox"/> Proud	<input type="checkbox"/> Permissive
29	<input type="checkbox"/> Angered easily	<input type="checkbox"/> Aimless	<input type="checkbox"/> Argumentative	<input type="checkbox"/> Alienated
30	<input type="checkbox"/> Naive	<input type="checkbox"/> Negative attitude	<input type="checkbox"/> Nervy	<input type="checkbox"/> Nonchalant
31	<input type="checkbox"/> Worrier	<input type="checkbox"/> Withdrawn	<input type="checkbox"/> Workaholic	<input type="checkbox"/> Wants credit
32	<input type="checkbox"/> Too sensitive	<input type="checkbox"/> Tactless	<input type="checkbox"/> Timid	<input type="checkbox"/> Talkative
33	<input type="checkbox"/> Doubtful	<input type="checkbox"/> Disorganized	<input type="checkbox"/> Domineering	<input type="checkbox"/> Depressed
34	<input type="checkbox"/> Inconsistent	<input type="checkbox"/> Introvert	<input type="checkbox"/> Intolerant	<input type="checkbox"/> Indifferent
35	<input type="checkbox"/> Messy	<input type="checkbox"/> Moody	<input type="checkbox"/> Mumbles	<input type="checkbox"/> Manipulative
36	<input type="checkbox"/> Slow	<input type="checkbox"/> Stubborn	<input type="checkbox"/> Show-off	<input type="checkbox"/> Skeptical
37	<input type="checkbox"/> Loner	<input type="checkbox"/> Lord over others	<input type="checkbox"/> Lazy	<input type="checkbox"/> Loud
38	<input type="checkbox"/> Sluggish	<input type="checkbox"/> Suspicious	<input type="checkbox"/> Short-tempered	<input type="checkbox"/> Scatterbrained
39	<input type="checkbox"/> Revengeful	<input type="checkbox"/> Restless	<input type="checkbox"/> Reluctant	<input type="checkbox"/> Rash
40	<input type="checkbox"/> Compromising	<input type="checkbox"/> Critical	<input type="checkbox"/> Crafty	<input type="checkbox"/> Changeable

PERSONALITY SCORING SHEET

Now transfer all your Xs 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 below. (Note: The words are in a different order on the Profile and the Scoring Sheet.)

STRENGTHS				
	Popular Sanguine	Powerful Choleric	Perfect Melancholy	Peaceful Phlegmatic
1	<input type="checkbox"/> Animated	<input type="checkbox"/> Adventurous	<input type="checkbox"/> Analytical	<input type="checkbox"/> Adaptable
2	<input type="checkbox"/> Playful	<input type="checkbox"/> Persuasive	<input type="checkbox"/> Persistent	<input type="checkbox"/> Peaceful
3	<input type="checkbox"/> Sociable	<input type="checkbox"/> Strong-willed	<input type="checkbox"/> Self-sacrificing	<input type="checkbox"/> Submissive
4	<input type="checkbox"/> Convincing	<input type="checkbox"/> Competitive	<input type="checkbox"/> Considerate	<input type="checkbox"/> Controlled
5	<input type="checkbox"/> Refreshing	<input type="checkbox"/> Resourceful	<input type="checkbox"/> Respectful	<input type="checkbox"/> Reserved
6	<input type="checkbox"/> Spirited	<input type="checkbox"/> Self-reliant	<input type="checkbox"/> Sensitive	<input type="checkbox"/> Satisfied
7	<input type="checkbox"/> Promoter	<input type="checkbox"/> Positive	<input type="checkbox"/> Planner	<input type="checkbox"/> Patient
8	<input type="checkbox"/> Spontaneous	<input type="checkbox"/> Sure	<input type="checkbox"/> Scheduled	<input type="checkbox"/> Shy
9	<input type="checkbox"/> Optimistic	<input type="checkbox"/> Outspoken	<input type="checkbox"/> Orderly	<input type="checkbox"/> Obliging
10	<input type="checkbox"/> Funny	<input type="checkbox"/> Forceful	<input type="checkbox"/> Faithful	<input type="checkbox"/> Friendly
11	<input type="checkbox"/> Delightful	<input type="checkbox"/> Daring	<input type="checkbox"/> Detailed	<input type="checkbox"/> Diplomatic
12	<input type="checkbox"/> Cheerful	<input type="checkbox"/> Confident	<input type="checkbox"/> Cultured	<input type="checkbox"/> Consistent
13	<input type="checkbox"/> Inspiring	<input type="checkbox"/> Independent	<input type="checkbox"/> Idealistic	<input type="checkbox"/> Inoffensive
14	<input type="checkbox"/> Demonstrative	<input type="checkbox"/> Decisive	<input type="checkbox"/> Deep	<input type="checkbox"/> Dry humor
15	<input type="checkbox"/> Mixes easily	<input type="checkbox"/> Mover	<input type="checkbox"/> Musical	<input type="checkbox"/> Mediator
16	<input type="checkbox"/> Talker	<input type="checkbox"/> Tenacious	<input type="checkbox"/> Thoughtful	<input type="checkbox"/> Tolerant
17	<input type="checkbox"/> Lively	<input type="checkbox"/> Leader	<input type="checkbox"/> Loyal	<input type="checkbox"/> Listener
18	<input type="checkbox"/> Cute	<input type="checkbox"/> Chief	<input type="checkbox"/> Chartmaker	<input type="checkbox"/> Contented
19	<input type="checkbox"/> Popular	<input type="checkbox"/> Productive	<input type="checkbox"/> Perfectionist	<input type="checkbox"/> Pleasant
20	<input type="checkbox"/> Bouncy	<input type="checkbox"/> Bold	<input type="checkbox"/> Behaved	<input type="checkbox"/> Balanced
total				
WEAKNESSES				
	Popular Sanguine	Powerful Choleric	Perfect Melancholy	Peaceful Phlegmatic
21	<input type="checkbox"/> Brassy	<input type="checkbox"/> Bossy	<input type="checkbox"/> Bashful	<input type="checkbox"/> Blank
22	<input type="checkbox"/> Undisciplined	<input type="checkbox"/> Unsympathetic	<input type="checkbox"/> Unforgiving	<input type="checkbox"/> Unenthusiastic
23	<input type="checkbox"/> Repetitious	<input type="checkbox"/> Resistant	<input type="checkbox"/> Resentful	<input type="checkbox"/> Reticent
24	<input type="checkbox"/> Forgetful	<input type="checkbox"/> Frank	<input type="checkbox"/> Fussy	<input type="checkbox"/> Fearful
25	<input type="checkbox"/> Interrupts	<input type="checkbox"/> Impatient	<input type="checkbox"/> Insecure	<input type="checkbox"/> Indecisive
26	<input type="checkbox"/> Unpredictable	<input type="checkbox"/> Unaffectionate	<input type="checkbox"/> Unpopular	<input type="checkbox"/> Uninvolved
27	<input type="checkbox"/> Haphazard	<input type="checkbox"/> Headstrong	<input type="checkbox"/> Hard to please	<input type="checkbox"/> Hesitant
28	<input type="checkbox"/> Permissive	<input type="checkbox"/> Proud	<input type="checkbox"/> Pessimistic	<input type="checkbox"/> Plain
29	<input type="checkbox"/> Angered easily	<input type="checkbox"/> Argumentative	<input type="checkbox"/> Alienated	<input type="checkbox"/> Aimless
30	<input type="checkbox"/> Naive	<input type="checkbox"/> Nervy	<input type="checkbox"/> Negative attitude	<input type="checkbox"/> Nonchalant
31	<input type="checkbox"/> Wants credit	<input type="checkbox"/> Workaholic	<input type="checkbox"/> Withdrawn	<input type="checkbox"/> Worrier
32	<input type="checkbox"/> Talkative	<input type="checkbox"/> Tactless	<input type="checkbox"/> Too sensitive	<input type="checkbox"/> Timid
33	<input type="checkbox"/> Disorganized	<input type="checkbox"/> Domineering	<input type="checkbox"/> Depressed	<input type="checkbox"/> Doubtful
34	<input type="checkbox"/> Inconsistent	<input type="checkbox"/> Intolerant	<input type="checkbox"/> Introvert	<input type="checkbox"/> Indifferent
35	<input type="checkbox"/> Messy	<input type="checkbox"/> Manipulative	<input type="checkbox"/> Moody	<input type="checkbox"/> Mumbles
36	<input type="checkbox"/> Show-off	<input type="checkbox"/> Stubborn	<input type="checkbox"/> Skeptical	<input type="checkbox"/> Slow
37	<input type="checkbox"/> Loud	<input type="checkbox"/> Lord over others	<input type="checkbox"/> Loner	<input type="checkbox"/> Lazy
38	<input type="checkbox"/> Scatterbrained	<input type="checkbox"/> Short-tempered	<input type="checkbox"/> Suspicious	<input type="checkbox"/> Sluggish
39	<input type="checkbox"/> Restless	<input type="checkbox"/> Rash	<input type="checkbox"/> Revengeful	<input type="checkbox"/> Reluctant
40	<input type="checkbox"/> Changeable	<input type="checkbox"/> Crafty	<input type="checkbox"/> Critical	<input type="checkbox"/> Compromising
total				
totals				

TALLYING YOUR SCORE

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'll know your dominant Personality type. You'll also know what combination you are. For example, if your score is 35 in Powerful Choleric strengths and weaknesses, there's really little question. You're 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. Of course, you'll also know your least dominant type. You can read and work with your results in *Wired That Way*, the book that teaches you how to put your strengths to work, how to compensate for the weaknesses in your dominant type, and how to understand the strengths and weaknesses of other types.

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