



PERSONALITY PROFILING

1. In the space provided below, identify those behaviours, which have typically been MOST-TO-LEAST characteristic of you. Working left to right, assign “4” points to the MOST characteristic, “3” to the next most characteristic, then “2” and finally “1” to your least characteristic behaviour.

EXAMPLE

Directing Influencing Steady Cautious

- Total the numbers in each of the four columns. Place the total number for each column in the blank at the bottom of the column.
- Check the accuracy by adding all the columns together. When all four columns are added together, they will equal 50.

COLUMN 1		COLUMN 2		COLUMN 3		COLUMN 4	
Directing		Influencing		Steady		Cautious	
Decisive		Optimistic		Patient		Restrained	
Daring		Enthusiastic		Stabilising		Analytical	
Competitive		Talkative		Accommodating		Precise	
Forceful		Charming		Easygoing		Curious	
TOTAL		TOTAL		TOTAL		TOTAL	

HOW TO DETERMINE YOUR “CORE” STYLE

If your highest column TOTAL is under column 1, you are a Dominant Director

If your highest column TOTAL is under column 2, you are an Interacting Socialising Individual

If your highest column TOTAL is under column 3, you are a Steady Relater

If your highest column TOTAL is under column 4, you are a Cautious Thinker

IT’S YOUR PICK AFTER ALL, IT’S REALLY YOU!