

**PERSONALITY TEST**

<b>A</b>	<b>B</b>	<b>C</b>	<b>D</b>
<input type="checkbox"/> Animated	<input type="checkbox"/> Adventurous	<input type="checkbox"/> Analytical	<input type="checkbox"/> Adaptable
<input type="checkbox"/> Playful	<input type="checkbox"/> Persuasive	<input type="checkbox"/> Persistent	<input type="checkbox"/> Peaceful
<input type="checkbox"/> Sociable	<input type="checkbox"/> Strong-willed	<input type="checkbox"/> Self-sacrificing	<input type="checkbox"/> Submissive
<input type="checkbox"/> Convincing	<input type="checkbox"/> Competitive	<input type="checkbox"/> Considerate	<input type="checkbox"/> Controlled
<input type="checkbox"/> Refreshing	<input type="checkbox"/> Resourceful	<input type="checkbox"/> Respectful	<input type="checkbox"/> reserved
<input type="checkbox"/> Spirited	<input type="checkbox"/> Self-reliant	<input type="checkbox"/> Sensitive	<input type="checkbox"/> Satisfied
<input type="checkbox"/> Promoter	<input type="checkbox"/> Positive	<input type="checkbox"/> Planner	<input type="checkbox"/> Patient
<input type="checkbox"/> Spontaneous	<input type="checkbox"/> Sure	<input type="checkbox"/> Scheduled	<input type="checkbox"/> Shy
<input type="checkbox"/> Optimistic	<input type="checkbox"/> Outspoken	<input type="checkbox"/> Orderly	<input type="checkbox"/> Obliging
<input type="checkbox"/> Funny	<input type="checkbox"/> Forceful	<input type="checkbox"/> Faithful	<input type="checkbox"/> Friendly
<input type="checkbox"/> Delightful	<input type="checkbox"/> Daring	<input type="checkbox"/> Detailed	<input type="checkbox"/> Diplomatic
<input type="checkbox"/> Cheerful	<input type="checkbox"/> confident	<input type="checkbox"/> Cultured	<input type="checkbox"/> Consistent
<input type="checkbox"/> Inspiring	<input type="checkbox"/> Independent	<input type="checkbox"/> Idealistic	<input type="checkbox"/> Inoffensive
<input type="checkbox"/> Demonstrative	<input type="checkbox"/> Decisive	<input type="checkbox"/> Deep	<input type="checkbox"/> Dry humor
<input type="checkbox"/> Mixes easily	<input type="checkbox"/> Mover	<input type="checkbox"/> Musical	<input type="checkbox"/> Mediator
<input type="checkbox"/> Talker	<input type="checkbox"/> Tenacious	<input type="checkbox"/> Thoughtful	<input type="checkbox"/> Tolerant
<input type="checkbox"/> Lively	<input type="checkbox"/> Leader	<input type="checkbox"/> Loyal	<input type="checkbox"/> Listener
<input type="checkbox"/> Cute	<input type="checkbox"/> Chief	<input type="checkbox"/> Chartmaker	<input type="checkbox"/> Contented
<input type="checkbox"/> Popular	<input type="checkbox"/> Productive	<input type="checkbox"/> Perfectionist	<input type="checkbox"/> Permissive
<input type="checkbox"/> bouncy	<input type="checkbox"/> Bold	<input type="checkbox"/> Behaved	<input type="checkbox"/> Balanced
<input type="checkbox"/> Brassy	<input type="checkbox"/> Bossy	<input type="checkbox"/> Bashful	<input type="checkbox"/> Blank
<input type="checkbox"/> Undisciplined	<input type="checkbox"/> Unsympathetic	<input type="checkbox"/> Unforgiving	<input type="checkbox"/> Unenthusiastic
<input type="checkbox"/> Repetitious	<input type="checkbox"/> Resistant	<input type="checkbox"/> Resentful	<input type="checkbox"/> Reluctant
<input type="checkbox"/> Forgetful	<input type="checkbox"/> Frank	<input type="checkbox"/> Fussy	<input type="checkbox"/> Fearful
<input type="checkbox"/> Interrupts	<input type="checkbox"/> Impatient	<input type="checkbox"/> Insecure	<input type="checkbox"/> Indecisive
<input type="checkbox"/> Unpredictable	<input type="checkbox"/> Unaffectionate	<input type="checkbox"/> Unpopular	<input type="checkbox"/> Uninvolved
<input type="checkbox"/> Haphazard	<input type="checkbox"/> Headstrong	<input type="checkbox"/> Hard-to-please	<input type="checkbox"/> Hesitant
<input type="checkbox"/> Permissive	<input type="checkbox"/> Proud	<input type="checkbox"/> Pessimistic	<input type="checkbox"/> Plain
<input type="checkbox"/> Angered easily	<input type="checkbox"/> Argumentative	<input type="checkbox"/> Alienated	<input type="checkbox"/> Aimless
<input type="checkbox"/> Naïve	<input type="checkbox"/> Nervy	<input type="checkbox"/> - Neg attitude	<input type="checkbox"/> Nonchalant
<input type="checkbox"/> Wants credit	<input type="checkbox"/> Workaholic	<input type="checkbox"/> Withdrawn	<input type="checkbox"/> Worrier
<input type="checkbox"/> Talkative	<input type="checkbox"/> Tactless	<input type="checkbox"/> Too sensitive	<input type="checkbox"/> Timid
<input type="checkbox"/> Disorganized	<input type="checkbox"/> Domineering	<input type="checkbox"/> Depressed	<input type="checkbox"/> Doubtful
<input type="checkbox"/> Inconsistent	<input type="checkbox"/> Intolerant	<input type="checkbox"/> Introvert	<input type="checkbox"/> Indifferent
<input type="checkbox"/> Messy	<input type="checkbox"/> Manipulative	<input type="checkbox"/> Moody	<input type="checkbox"/> Mumbles
<input type="checkbox"/> Show-off	<input type="checkbox"/> Stubborn	<input type="checkbox"/> Skeptical	<input type="checkbox"/> Slow
<input type="checkbox"/> Loud	<input type="checkbox"/> Lord ore others	<input type="checkbox"/> Loner	<input type="checkbox"/> Lazy
<input type="checkbox"/> Scatterbrained	<input type="checkbox"/> short-temper	<input type="checkbox"/> Suspicious	<input type="checkbox"/> Sluggish
<input type="checkbox"/> Restless	<input type="checkbox"/> Rash	<input type="checkbox"/> Revengeful	<input type="checkbox"/> Reluctant
<input type="checkbox"/> Changeable	<input type="checkbox"/> Crafty	<input type="checkbox"/> Critical	<input type="checkbox"/> Compromising
Totals _____	Totals _____	Totals _____	Totals _____

**Circle the letter naming your personality type – A,B,C,D. Then look over the list of strengths and weaknesses that often goes with this personality. Underline the strengths and weaknesses you think best describe you.**

**A**  
**Popular - Sanquine**  
**(DISC-I/Influencer)**

**Strengths:**

Appealing personality  
 Talkative, storyteller  
 Life of the party  
 Good sense of humor  
 Enthusiastic, expressive  
 Cheerful, bubbly  
 Curious  
 Good on stage  
 Lives in the present  
 Volunteers for jobs  
 Changeable disposition  
 Inspires others to join  
 Makes friends easily  
 Thinks up new activities  
 Loves people  
 Thrives on compliments  
 Likes spontaneous activities  
 Creative and colorful  
 Has energy, charms others

**Weaknesses:**

Compulsive talker  
 Doesn't follow through  
 Exaggerates  
 Dwells on trivia  
 Can't remember names  
 Undisciplined  
 Easily distracted  
 Scares others off  
 Has restless energy  
 Egotistical  
 Has loud voice and laugh  
 Controlled by circumstances  
 Hates to be alone  
 Needs to be center stage  
 Wants to be popular  
 Looks for credit  
 Dominates conversation  
 Priorities out of order  
 Easily distracted  
 Wastes time talking  
 Interrupts and doesn't listen  
 Decides by feelings

**B**  
**Powerful-Choleric**  
**(DISC - D/Driver)**

**Strengths:**

Innate Leader strengths  
 Dynamic and active  
 Goal-oriented  
 Organizes well  
 Strong-willed  
 Decisive  
 Not easily discouraged  
 Independent  
 Exudes confidence  
 Will lead and organize  
 Sees practical solutions  
 Moves quickly to action  
 Delegates work  
 Insists on results  
 Thrives on opposition  
 Self-sufficient  
 Stimulates activity

**Weaknesses:**

Bossy  
 Impatient  
 Quick-tempered  
 Can't relax  
 Enjoys argument  
 Comes on too strong  
 Little need for friends  
 Inflexible  
 Is not complimentary  
 Dislikes tears, emotion  
 Tends to use people  
 Dominates others  
 Decides for others  
 Knows everything  
 Is too independent  
 Can do everything better  
 May make rash decisions  
 May be rude, tactless  
 Work may become a god  
 Demands loyalty  
 May be right but unpopular

**C**  
**Peaceful - Plegmatic**  
**(DISC-S/Stabilizer)**

**Strengths:**

Low key personality  
 Easy going, relaxed  
 Calm, cool, collected  
 Competent, steady  
 Good under pressure  
 Avoids conflicts  
 Patient  
 Well-balanced  
 Consistent life  
 Quiet but witty  
 Sympathetic, kind  
 All purpose person  
 Easy to get along with  
 Inoffensive  
 Good listener  
 Enjoys watching people  
 Has many friends  
 Has concern  
 Has administrative abilities  
 Dry sense of humor

**Weaknesses:**

Indecisive  
 Keeps emotions hidden  
 Would rather watch  
 Hard to get moving  
 Avoids responsibility  
 Quiet will of iron  
 Too compromising  
 Too shy and reticent  
 Self-righteous  
 Stays uninvolved  
 Is not exciting  
 Indifferent to plans  
 Judges others  
 Sarcastic  
 Resists change  
 Dampens enthusiasm  
 Fearful, worried

**D**  
**Perfect - Melancholy**  
**(DISC-C/Creative)**

**Strengths:**

Deep, thoughtful  
 Analytical  
 Serious, purposeful  
 Perfectionistic  
 High standards  
 Detail-conscious  
 Creative  
 Artistic or musical  
 Philosophical  
 Appreciative of beauty  
 Orderly, organized  
 Neat and tidy  
 Economical  
 Sees the problem  
 Idealistic  
 Deep concern for people  
 Faithful, devoted  
 Can solve other's problems  
 Makes friends cautiously  
 Will listen to complaints  
 Moved to tears with compassion

**Weaknesses:**

Remembers the native  
 Moody and depressed  
 Off in another world  
 Low self-image  
 Deep need for approval  
 Standards too high  
 Hard to please  
 Prefers analysis to work  
 Has selective hearing  
 Self-centered  
 Too introspective  
 Guilt feelings  
 Persecution complex  
 Lives through others  
 Insecure socially  
 Withdrawn, remote  
 Critical of others  
 Holds back affection  
 Suspicious of people  
 Antagonistic  
 Vengeful  
 Full of contradictions