

First, Test Thyself

Instructions: Score each grouping of four statements using numbers 4-3-2-1 for each grouping. Use 4 for the statement most like you with 3, 2, and 1 being progressively less like you (ie: in boxes 1-4, use the numbers 1, 2, 3, and 4 only once). Don't deliberate too long over any one answer. Mark what initially seems to be correct.

1. I tackle people problems head on.
2. I have always been good at persuading others to do things.
3. I am diplomatic when I let others know how I feel.
4. I work well with others.

5. I really enjoy mixing in a crowd.
6. If I am going to change, I need prior notice to think it over.
7. I have trouble turning down requests for any legitimate charity.
8. When I am right, I move ahead regardless of what other people think.

9. If I disagree, I seldom say anything about it.
10. I would rather make things go smoothly than try to confront others.
11. I take immediate disciplinary action and move on.
12. I am good at selling an idea.

13. If I am given a job, I will stick to it until it's finished.
14. Decision-making ability is one of my greatest assets.
15. I make it a point to get to know each member on my team.
16. I am a very disciplined person.

17. I am aggressive at getting work done.
18. I enjoy coaching others through difficulties.
19. When I solve a problem, I am adaptable.
20. When someone shows me a better way to do a job, I do it their way.

21. I am seen as assertive and competitive at work.
22. I feel that my personality is my biggest asset.
23. I am known for accuracy and precision.
24. My superiors always know the status of my work.

25. Inspiration is the most effective form of leadership.
26. I am cautious about change.
27. I give in to others most of the time.
28. I come up with the most fresh, new ideas.

29. I will bend a bit if it will make things go more smoothly.
30. I may be too considerate at times.
31. Whenever action is necessary, I consider myself a pioneer.
32. I'm glad I have a way with others so I can be a positive influence.

33. I am cheerful and warm.
34. I have a good "sixth sense" regarding business decisions.
35. I really know how to win people over.
36. It bothers me to have to follow an unproven procedure.

37. I am not bothered by aggressive people.
38. I perceive myself as a person who inspires others.
39. When I listen to instructions, I listen for valuable facts.
40. I rarely lose my temper.

41. I am a winner in most situations.
42. People consider me to be the life of the party.
43. I follow instructions to the letter.
44. Whenever possible, I like things to go smoothly.
45. I am an effective communicator.
46. I prefer to make long range plans.
47. I am a good listener.
48. If someone needs discipline, I discipline them right away.
49. If something has instructions, I read them.
50. I feel that I am a good-natured person.
51. I make decisions based on common sense and merit, not popularity.
52. I really do care about people.
53. I get complimented for being such a hard worker.
54. I am good at making decisions.
55. Others regard me as an influential person.
56. When I read a report, I look specifically for facts and figures.
57. I get bored easily with routine tasks.
58. I have lots of friends, most of whom go back a long way.
59. I am objective when rewarding team members.
60. I am especially considerate of team members when I'm in charge.
61. It's hard for others to persuade me to change when I'm right.
62. I always appear outgoing and optimistic.
63. Authority is there for a reason, so I respect it.
64. I usually do things in moderation.
65. I live to share new ideas and information with others.
66. I go out of my way to help others in need.
67. People consider me to be a gentle person.
68. I like the challenge of handling aggressive people.
69. I do jobs logically and precisely.
70. I am sometimes more loyal to my friends than they are to me.
71. "Do it now!" is my motto.
72. I am interested in finding out what makes people tick.
73. I am a generous person.
74. I like to make things happen.
75. I am a very popular person.
76. I go to great lengths to avoid an argument.
77. At work I'm competitive, and I like it.
78. If someone really needs convincing, I am the one to do it.
79. Accuracy is as important as deadlines.
80. I do my best to be patient.