

Assessment _____

Each person is unique, and has individual strengths and weaknesses. A person's hardwired temperament causes an initial response which may be appropriate or unfortunate. These initial tendencies can be controlled with training and practice. In an effort to improve both personal and interpersonal relationships, it is important to realize a person's natural tendencies.

The following is a standard scientific profile assessment of personality types, and has been derived from a number of profiling techniques used by other authors. It is adopted from a paper by Roy Reed published in England. [Reed] It has been modified somewhat to reflect American comprehension of the words. The structure has also been changed to correspond more closely to other assessments used in this book.

Each row has a list of four descriptive words. From those four terms, select the word that is *most* like you and mark the box before the word with an "M". Similarly, select the term that is *least* like you and mark it with an "L". Do not mark the other two words on the row. Continue the process for all 24 groups. It is not necessary that any of the four words accurately describe you 100% . The point of the analysis is to determine the relative descriptiveness of the terms, only as they relate to the other terms on that row.

original	persuasive	gentle	humble
unyielding	attractive	pleasant	duty minded
bold	charming	loyal	easily led
will power	cheerful	helpful	open-minded
courageous	jovial	even-tempered	precise
competitive	social-striving	considerate	harmonious
unconquerable	playful	obedient	fussy
brave	inspiring	submissive	timid
self-reliant	sociable	patient	soft-spoken
adventurous	cordial	moderate	receptive
decisive	talkative	controlled	conventional
daring	enthusiastic	satisfied	diplomatic
aggressive	entertaining	soft touch	fearful
determined	assuring	good-natured	cautious
eager	high spirited	willing	agreeable
assertive	confident	sympathetic	tolerant
persistent	animated	generous	well disciplined
force of character	admirable	kind	resigned
pioneering	optimistic	accommodating	respectful
argumentative	light hearted	nonchalant	adaptable
positive	trusting	contented	peaceful
vigorous	good mixer	lenient	refined
outspoken	companionable	restrained	accurate
restless	popular	neighborly	organized

# of M = _____	# of M = _____	# of M = _____	# of M = _____
# of L = _____	# of L = _____	# of L = _____	# of L = _____

Under each column, total the number of "M" and "L" checks.