

**CIRCLE ONE WORD THAT FITS YOU PERSONALLY FOR EACH NUMBER, then add up how many you have selected in each column and write it at the bottom of the column.**

- |              |    |            |
|--------------|----|------------|
| 1. MANY      | OR | FEW        |
| 2. TALKATIVE | OR | QUIET      |
| 3. TALK      | OR | WRITE      |
| 4. GROUPS    | OR | ONE        |
| 5. OUTWARD   | OR | INWARD     |
| 6. VISIT     | OR | THINK      |
| 7. DISCUSS   | OR | LISTEN     |
| 8. GO OUT    | OR | STAY HOME  |
| 9. EMOTIONAL | OR | STEADY     |
| 10. ACTIVE   | OR | REFLECTIVE |
| 11. EXCITED  | OR | PRACTICAL  |
| 12. INVOLVED | OR | ALONE      |

**CIRCLE THE WORDS THAT FIT YOUR PERSONAL PREFERENCES IN EACH OF THE COLUMNS, Then add up how many you have circled in each column and write it at the bottom of each column.**

ON-TIME	ENCOURAGER	SPONTANEOUS	INTUITIVE
DIRECTIONS	CARING	INVENTIVE	THEORY
TRUSTWORTHY	PERSONAL	ACTION	FUTURE
PRACTICAL	OTHERS	FUN	STRATEGY
INDUSTRIOUS	HELPER	STYLE	LOGICAL
LIKE FACTS	EMOTIONAL	DEALS	INDEPENDENT
NEAT	COMPLIMENTS	HANDS-ON	INTELLECTUAL
ORGANIZED	LISTENING	NEGOTIATOR	EXCELLENCE
BUSY	CONCERNED	FREE	SYSTEMS
LOYAL	FRIENDLY	ADAPTER	ANALYST