



## PERSONAL STYLE ANALYSIS

Title:	First Name:	Last Name:
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Male  Female

Address \_\_\_\_\_

Email Address \_\_\_\_\_

Instructions: Think of you at your best and doing a good job. Which one phrase in each box is most like you and one that is least often like you. Do not skip any. There is no “Best” answer, so when all answers (or none) seem to apply, rank them, then check the one “Most” and one “Least” answer in each set. Take 10-15 minutes and make only two marks in each set of four behavioral descriptions.

	M	L		M	L	
1.			Gentle – Behaving compassionately towards others Persuasive – Persuading others to your point of view Humble – Showing modesty in describing your achievements Original – Producing original ideas	13.		Assertive – Taking control when a situation calls for it Charismatic – Being the centre of attention Accommodating – Helping other people when you can Apprehensive – Avoiding unnecessary risks
2.			Attractive – Receiving attention from other people Honest – Working together with others to achieve an aim Stubborn – Standing up for your rights Affectionate – Showing affection in personal relationships	14.		Cautious – Taking care to get things exactly right Resolute – Refusing to accept defeat Influential – Making a difference to other people Good natured – Giving others the benefit of the doubt
3.			Passive – Knowing when to admit defeat Bold – Trying out new experiences Loyal – Remaining loyal to your friends Lively – Being thought entertaining by others	15.		Flexible – Volunteering to help others Eager – Enjoying your work Agreeable – Reaching a compromise solution when you can Dynamic – Approaching problems in a dynamic and original way
4.			Open-minded – Listening to new ideas with an open mind Obliging – Being ready to make a sacrifice for others Determined – Showing determination in achieving a goal Cheerful – Maintaining a cheerful outlook	16.		Optimistic – Expecting things to turn out for the best Sympathetic – Sympathising with others’ problems Patient – Dealing calmly with difficult situations Demanding – Demanding high standards
5.			Humorous – Having other people enjoy your company Precise – Taking pains to achieve precise detail Daring – Standing up for your views and opinions Even-tempered – Remaining calm and even tempered	17.		Controlled – Maintaining a standard of self-discipline Generous – Being ready to forgive others Animated – Making sure others understand your point of view Ambitious – Seeing a task through to the end
6.			Competitive – Keeping a competitive edge over others Considerate – Taking time to think about other people’s needs Happy – Maintaining a happy and optimistic view of life Harmonious – On good terms with as many people as possible	18.		Respected – Setting a standard for others to look up to Kind – Being kind and thoughtful Sensitive – Knowing when to accept defeat Forceful – Having a forceful personality
7.			Exact – Explaining things precisely when required Obedient – Following the rules at all times Domineering – Being in control of your life Whimsical – Deriving enjoyment from everything you do	19.		Courteous – Having respect for other people Pioneering – Being ready to try new approaches to a problem Confident – Being confident in the company of others Unselfish – Always taking others’ points of view into account
8.			Intrepid – Being ready to take risks when required Emotional – Communicating in an inspiring way Submissive – Accepting your lot in life Shy – Preserving the status quo	20.		Aggressive – Being prepared to confront others when necessary Adaptable – Adapting well to new situations Relaxed – Having a calm and relaxed approach to life Light-hearted – Generating a light-hearted atmosphere
9.			Sociable – Enjoying the company of other people Tolerant – Accepting faults in others Self reliant – Being sure of your own abilities Restrained – Avoiding confrontational situations	21.		Trusting – Trusting other people Contented – Being satisfied with you place in life Positive – Maintaining a positive approach Peaceful- Trying to avoid conflict
10.			Adventurous – Taking full advantage of opportunities Receptive – Being receptive to new ideas Friendly – Being friendly and cordial whenever possible Moderate – Behaving in a moderate, restrained way	22.		Likeable – Being like by other people Cultured – Maintaining a wide general knowledge Vigorous – Approaching problems with vigor and zest Lenient – Accepting faults in other people
11.			Talkative – Expressing ideas to other people Guarded – Maintaining a self-disciplined approach Conventional – Following convention where possible Decisive – Making decisions and standing by them	23.		Enthusiastic – Being regarded as good company Accurate – Ensuring that your work is accurate Outspoken – Speaking out on matters that are important to you Hesitant – Employing restraint and self-control
12.			Polished – Presenting a polished and professional image Audacious – Not being afraid to cause offence Diplomatic – Avoiding hurting other people’s feelings Contented – Being happy in your work	24.		Impatient – Completing tasks as quickly as possible Neighbourly – Adopting a neighbourly attitude Popular – Having a wide circle of friends Methodical – Approaching problems in a systematic way

**ARE THERE ONLY TWO ANSWERS MARKED IN EACH SET?  
IS EVERY SET MARKED?**