

1. *I enjoy things most when I am ...*

☐ helping others do what they want to do. ☐ getting others to do what I want to do. ☐ doing what I want to do without having to count on others.

2. *Most of the time I am apt to be ...*

☐ a feeling person who is quick to respond to other people's needs. ☐ an energetic person who is quick to see opportunities and advantages. ☐ a practical person who is careful not to rush into things before I'm ready.

3. *When I meet people for the first time I am most apt to be ...*

☐ concerned with whether or not they find me a likeable person. ☐ actively curious about them to learn if there is something in it for me. ☐ politely curious until I've learned what they might want from me.

4. *Most of the time I find myself being ...*

☐ the *nice* one on whom others can generally count to lend ☐ the *strong* one who supplies the direction for others. ☐ the *thinking* one who studies things carefully before acting.

5. *I feel most satisfied when ...*

☐ the major decisions have been made by others and how I can help is clear. ☐ others count on me to make the major decisions and tell them what to do. ☐ I've had time to study a major decision and determine my own best course of action.

6. *People who know me best see me as a person who can be counted on ...*

☐ to be trusting of them and loyal to them. ☐ to be full of ambition and initiative. ☐ to be unswerving in my convictions and my principles.

7. *It is most like me to ...*

☐ do the best I can and trust in others to recognize my contribution. ☐ take the lead in developing opportunities and influencing decisions. ☐ be patient, practical and sure of what I am doing.

8. *I would describe myself as a person who most of the time is ...*

☐ friendly, open and who sees some good in almost everyone. ☐ energetic, self-confident and one who sees opportunities others miss. ☐ cautious and fair and who stands by what I believe to be right.

9. *I find those relationships most gratifying in which I can be ...*

☐ of support to a strong leader in whom I have faith. ☐ the one who provides the leadership others want to follow. ☐ neither a leader nor a follower but free to pursue my own independent way.

10. *When I am at my best, I most enjoy ...*

☐ seeing others benefit from what I have been able to do for them. ☐ having others turn to me to lead and guide them and give them purpose. ☐ being my own boss and doing things for myself & by myself.

☐ Total Column 1

☐ Total Column 2

☐ Total Column 3

11. *When I run into opposition to what I am doing, I am most apt to ...*

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| <input type="checkbox"/> give up what I am doing and put my wants to one side in order to be helpful. | <input type="checkbox"/> become forceful and and press for my right to be doing it. | <input type="checkbox"/> become doubly cautious and check my position very carefully. |
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12. *If I decide I want to overcome someone's opposition, I will try to ...*

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| <input type="checkbox"/> change what I am doing and try to make it more acceptable to the person. | <input type="checkbox"/> find the holes in that person's argument and press the strong points in mine. | <input type="checkbox"/> appeal to the person's sense of respect for logic and fairplay. |
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13. *In getting along with difficult people, I usually ...*

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| <input type="checkbox"/> find it easier to just go along with their wishes for the moment. | <input type="checkbox"/> find them as challenges to be overcome. | <input type="checkbox"/> respect their rights and insist that they respect my rights and interests |
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14. *When someone strongly disagrees with me, I tend to ...*

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| <input type="checkbox"/> give in and do it that person's way unless it is very important to me. | <input type="checkbox"/> challenge the person immediately and argue as hard as possible. | <input type="checkbox"/> detach myself from the situation until I've made certain of my position. |
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15. *When someone openly opposes me, I usually ...*

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| <input type="checkbox"/> give in for the sake of harmony and rely on that person's sense of justice to do right by me. | <input type="checkbox"/> face up to the fact that it is a battle and set out to win. | <input type="checkbox"/> try to withdraw from the relationship and turn to my own interests. |
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16. *If I am not getting what I want from a relationship, I am most apt to ...*

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| <input type="checkbox"/> keep hoping and trusting that things will work themselves out in due time. | <input type="checkbox"/> become more forceful and persuasive and push harder to get what I want. | <input type="checkbox"/> abandon the relationship and look elsewhere for what it is I want. |
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17. *When I feel others are taking advantage of my goodwill, I usually ...*

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| <input type="checkbox"/> turn to people with more experience and ask for their advice. | <input type="checkbox"/> assert my rights and fight for what I feel I am entitled to. | <input type="checkbox"/> state my rights clearly and insist that in all fairness between us they be respected. |
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18. *When another person insists on having his or her own way, I tend to ...*

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| <input type="checkbox"/> put my wishes aside for the time being and go along with that person. | <input type="checkbox"/> put up counter arguments and try to get the person to change. | <input type="checkbox"/> respect the person's right to follow his or her interests as long as there is no interference with mine. |
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19. *When others openly criticize me, I am most apt to ...*

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| <input type="checkbox"/> want to pacify them and cool their anger with me. | <input type="checkbox"/> become indignant and challenge vigorously their right to criticize. | <input type="checkbox"/> become doubly cautious and analyze each charge in specific detail. |
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20. *When someone has plainly abused my trust or confidence, I tend to ...*

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| <input type="checkbox"/> feel the person has done more harm to himself or herself than to me. | <input type="checkbox"/> get angry with the person and take steps to even the score. | <input type="checkbox"/> analyze what went wrong and and how to avoid any repetition in the future. |
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☐ Total Column 1

☐ Total Column 2

☐ Total Column 3