

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.

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 full of ambition and initiative.

to be unwavering in my convictions and my principles. I've had time to study a major decision and determine my own best course of action.

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.

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. be patient, practical and sure of what I am doing.

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 ...

give up what I am doing become forceful and and put my wants to one and press for my right side in order to be helpful. become doubly cautious and check my position very carefully.

12. If I decide I want to overcome someone's opposition, I will try to ...

change what I am doing find the holes in that and try to make it more person's argument and press acceptable to the person. appeal to the person's sense of person's argument and press the strong points in mine.

13. In getting along with difficult people, I usually ...

find it easier to just go find them as challenges along with their wishes for challenge the person immediately and argue as hard the moment. respect their rights and insist to be overcome.

14. When someone strongly disagrees with me, I tend to ...

give in and do it that person's challenge the person immediately and argue as hard way unless it is very important to me. detach myself from the situation as possible.

15. When someone openly opposes me, I usually ...

give in for the sake of face up to the fact that it is a battle and set out harmony and rely on that person's sense of justice to do right by me. try to withdraw from the relationship and turn to my own interests.

16. If I am not getting what I want from a relationship, I am most apt to ...

keep hoping and trusting assert my rights and fight that things will work themselves out in due time. become more forceful and persuasive and push harder to get what I want.

17. When I feel others are taking advantage of my goodwill, I usually ...

turn to people with more experience and ask for their advice. put up counter arguments and try to get the person entitled to.

18. When another person insists on having his or her own way, I tend to ...

put my wishes aside for the time being and go along with that person. become indignant and cool their anger with me.

19. When others openly criticize me, I am most apt to ...

want to pacify them and cool their anger with me. become indignant and challenge vigorously their right to criticize.

20. When someone has plainly abused my trust or confidence, I tend to ...

feel the person has done more harm to himself or herself than to me. get angry with the person and take steps to even the score.

Total Column 1

Total Column 2

Total Column 3