

Personality Test

Taken from Florence Littauer's Personality Plus: How to Understand Others by Understanding Yourself

Directions: In each of the following rows of four words across, choose the one word that most often applies to you. Continue through all forty lines; be sure each number is marked. If you are not sure which word "most applies," ask a spouse or a friend, and think of what your answer would have been when you were a child.

If you are filling out the PDF version, mark your boxes with the number 1 to auto-calculate your totals.

Strengths

- | | | | |
|--|--|---|---|
| 1. ☐ Adventurous | 1. ☐ Adaptable | 1. ☐ Animated | 1. ☐ Analytical |
| 2. ☐ Persistent | 2. ☐ Playful | 2. ☐ Persuasive | 2. ☐ Peaceful |
| 3. ☐ Submissive | 3. ☐ Self-sacrificing | 3. ☐ Sociable | 3. ☐ Strong-willed |
| 4. ☐ Considerate | 4. ☐ Controlled | 4. ☐ Competitive | 4. ☐ Convincing |
| 5. ☐ Refreshing | 5. ☐ Respectful | 5. ☐ Reserved | 5. ☐ Resourceful |
| 6. ☐ Satisfied | 6. ☐ Sensitive | 6. ☐ Self-reliant | 6. ☐ Spirited |
| 7. ☐ Planner | 7. ☐ Patient | 7. ☐ Positive | 7. ☐ Promoter |
| 8. ☐ Sure | 8. ☐ Spontaneous | 8. ☐ Scheduled | 8. ☐ Shy |
| 9. ☐ Orderly | 9. ☐ Obliging | 9. ☐ Outspoken | 9. ☐ Optimistic |
| 10. ☐ Friendly | 10. ☐ Faithful | 10. ☐ Funny | 10. ☐ Forceful |
| 11. ☐ Daring | 11. ☐ Delightful | 11. ☐ Diplomatic | 11. ☐ Detailed |
| 12. ☐ Cheerful | 12. ☐ Consistent | 12. ☐ Cultured | 12. ☐ Confident |
| 13. ☐ Idealistic | 13. ☐ Independent | 13. ☐ In-offensive | 13. ☐ Inspiring |
| 14. ☐ Demonstrative | 14. ☐ Decisive | 14. ☐ Dry Humor | 14. ☐ Deep |
| 15. ☐ Mediator | 15. ☐ Musical | 15. ☐ Mover | 15. ☐ Mixes easily |
| 16. ☐ Thoughtful | 16. ☐ Tenacious | 16. ☐ Talker | 16. ☐ Tolerant |
| 17. ☐ Listener | 17. ☐ Loyal | 17. ☐ Leader | 17. ☐ Lively |
| 18. ☐ Contented | 18. ☐ Chief | 18. ☐ Chart-maker | 18. ☐ Cute |
| 19. ☐ Perfectionist | 19. ☐ Pleasant | 19. ☐ Productive | 19. ☐ Popular |
| 20. ☐ Bouncy | 20. ☐ Bold | 20. ☐ Behaved | 20. ☐ Balanced |

Weaknesses

- | | | | |
|---|--|---|---|
| 21. ☐ Blank | 21. ☐ Bashful | 21. ☐ Brassy | 21. ☐ Bossy |
| 22. ☐ Undisciplined | 22. ☐ Unsympathetic | 22. ☐ Unenthusiastic | 22. ☐ Unforgiving |
| 23. ☐ Reti-cent | 23. ☐ Resentful | 23. ☐ Resistant | 23. ☐ Repetitious |
| 24. ☐ Fussy | 24. ☐ Fearful | 24. ☐ Forgetful | 24. ☐ Frank |
| 25. ☐ Impatient | 25. ☐ Insecure | 25. ☐ Indecisive | 25. ☐ Interrupts |
| 26. ☐ Unpopular | 26. ☐ Uninvolved | 26. ☐ Unpredictable | 26. ☐ Unaffectionate |
| 27. ☐ Headstrong | 27. ☐ Haphazard | 27. ☐ Hard to please | 27. ☐ Hesitant |
| 28. ☐ Plain | 28. ☐ Pessimistic | 28. ☐ Proud | 28. ☐ Permissive |
| 29. ☐ Angered easily | 29. ☐ Aimless | 29. ☐ Argumentative | 29. ☐ Alienated |
| 30. ☐ Naive | 30. ☐ Negative attitude | 30. ☐ Nervy | 30. ☐ Nonchalant |
| 31. ☐ Worrier | 31. ☐ Withdrawn | 31. ☐ Workaholic | 31. ☐ Wants credit |
| 32. ☐ Too sensitive | 32. ☐ Tactless | 32. ☐ Timid | 32. ☐ Talkative |
| 33. ☐ Doubtful | 33. ☐ Disorganized | 33. ☐ Domineering | 33. ☐ Depressed |
| 34. ☐ Inconsistent | 34. ☐ Introvert | 34. ☐ Intolerant | 34. ☐ Indifferent |
| 35. ☐ Messy | 35. ☐ Moody | 35. ☐ Mumbles | 35. ☐ Manipulative |
| 36. ☐ Slow | 36. ☐ Stubborn | 36. ☐ Show-off | 36. ☐ Skeptical |
| 37. ☐ Loner | 37. ☐ Lord over others | 37. ☐ Lazy | 37. ☐ Loud |
| 38. ☐ Sluggish | 38. ☐ Suspicious | 38. ☐ Short-tempered | 38. ☐ Scatterbrained |
| 39. ☐ Revengeful | 39. ☐ Restless | 39. ☐ Reluctant | 39. ☐ Rash |
| 40. ☐ Compromising | 40. ☐ Critical | 40. ☐ Crafty | 40. ☐ Changeable |

Personality Plus How To Understand Others By

Ashleigh Bryce Clayton



Personality Plus How To Understand Others By:

Personality Plus Florence Littauer, 1992-07-01 A revealing personality profile self test and Littauer's insightful advice help readers better understand themselves and others A bestseller *Personality plus:[how to understand others by understanding yourself]*. Florence Littauer, 1992 **Personality Plus at Work** Florence Littauer, Rose Sweet, 2011-02 Bestselling author and personality expert shows how to be successful at work by understanding yourself and the people around you **How to Get Along with Difficult People** Florence Littauer, 2006 In this new edition of her classic book on human relationships author Florence Littauer draws from the experiences of the apostle Paul and her own demanding encounters to offer readers encouragement and practical advice to help smooth out thorny relationships Readers will learn the secret to dealing with the four personality types The Sanguine who wants attention and credit The Melancholy who longs for order and discipline The Choleric who appreciates action and obedience The Phlegmatic who loves peace and quiet Readers will learn how to help friends and family see themselves as others see them and they'll learn how to react to trying situations by becoming more aware of how they affect those around them *Personality Plus for Couples* Florence Littauer, 2001-10-01 The best selling author of *Personality Plus* and *Personality Plus for Parents* now shows couples how to apply the personality principles that have made Florence so popular Husbands and wives will understand why they act the way they do and how they can best respond to each other *Personality Plus for Couples* gives husbands and wives a personality profile test to identify their personality types the trademark characteristics of each personality type ways to resolve hot conflicts that arise between spouses what to expect if you marry someone of the same type someone of the opposite type or someone with a compatible personality type Littauer offers pages of stories and practical insight about how to approach each personality differently When husbands and wives care enough to understand what makes the other tick they can celebrate each other's individuality and build a marriage that lasts **Elite Execution** Jason Elmore, 2017-07-14 Description *Elite Execution* Disciplines Insights for Extraordinary Salespeople was written for experienced professionals Jason Elmore shares practical action items and insightful concepts that have been compiled and tested during a sales career that spanned the globe from B2B to Med Device and resulted in top performance and accolades These tools and approaches were recognized as being so critical to success that Jason was awarded the opportunity to build and execute new hire sales training at one of the fastest growing divisions of the world's largest healthcare company where he reduced average time to hit quota for new hires 50% Jason specializes in introducing disruptive technology to surgeons and the healthcare market We all know selling isn't easy and surgeons are some of the toughest customers Surgeons outrank their sales representatives in just about every measure experience education and income Additionally a surgeon's decision to try something new can have life changing risks and benefits to patients Combine all of that with the increasing financial pressures in healthcare increasing regulation multiple deal killing stakeholders in the system and you have a recipe for what is perhaps the most

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