

CIRCLE OF LIFE

1. Read columns of words horizontally →→→→(use a ruler or piece of paper)
2. Give numerical priority to words which describe you by going across
4 = most like you 1 = least like you.
3. Use 4, 3, 2, 1 only ONCE per row, e.g.:

2 Accurate	1 Patient	3 Gregarious	4 Direct
Accurate	Patient	Gregarious	Direct
Systematic	Loyal	Persuasive	Daring
Aloof	Passive	Impulsive	Stubborn
Mature	Stable	Confident	Self-reliant
Conventional	Serene	Self-promoting	Forceful
Restrained	Even tempered	Charming	Quick
Practical	Predictable	Emotional	Bold
Competent	Intelligent	Colorful	Creative
Devout	Evaluative	Passionate	Risk taker
Humble	Gentle	Optimistic	Self-directed
Perfectionist	Easy mark	Talkative	Impatient
Law abiding	Good listener	High spirited	Outspoken
Respectful	Content	Playful	Experimental
Obliging	Neighborhoodly	Popular	Restless
Cautious	Moderate	Good Mixer	Competitive

accurate: making few or no errors

systematic: consisting or relating to a system

aloof: at a distance; apart from others

mature: having reached full growth

conventional: using old practices; not new or original

restrained: held back from acting

practical: can be done; used or carried out

competent: having ability; capable

devout: devoted to worship and prayer

humble: not proud

perfectionist: person who demands high standards

law-abiding: obedient to the law

respectful: showing respect

obliging: willing to do favors

cautious: exhibiting caution

patient: capable of calmly waiting

loyal: faithful to one's trust

passive: not taking part

stable: reliable; consistent; predictable

serene: peaceful; calm; tranquil

even-tempered: not easily disturbed

predictable: to announce or declare beforehand

intelligent: smart; having intelligence

evaluative: judgmental

gentle: nice; kind in manner

easy mark: easily fooled

good listener: being able to listen well

content: happy with what's going on

neighborly: friendly; sociable

moderate: within reasonable limits

gregarious: sociable; outgoing

persuasive: able to persuade

impulsive: to act on impulse

confident: having self-esteem

self-promoting: putting oneself up

charming: enchanting; captivating

emotional: characterized by emotion

colorful: rich in color

passionate: having intense feelings; ardent

optimistic: thinking things will turn out

talkative: given to talking a great deal

high spirited: having a proud, fiery spirit

playful: spirited, full of fun

popular: generally liked; admired

good mixer: works easily with others; sociable

direct: to regulate or control

daring: challenging to do something

stubborn: difficult to overcome

forceful: full of force; powerful

quick: done promptly

bold: having courage; fearless

creative: having power to create

risk taker: one who takes risk

self-directed: able to make decisions for oneself

impatient: intolerant; easily irritated

outspoken: open or unreserved in speech

experimental: used for experiments

restless: unable to rest

competitive: involving; characterized by competition

GREEN

BLUE

YELLOW

RED

Above 50

46-50

41 - 45

35 - 40

30 - 34

25 - 29

Less Than 25

TASK ORIENTED

GREEN

COMPREHENDING
(Analytical, Complaint, Thinker)

DETAILED FOCUSED SPECIALIZED SEEKS PERFECTION

STRENGTHS: Precise, efficient, handles details others consider boring.

OVERUSE: May appear cool and impersonal, emphasis on facts before feelings, nit-picking slow to deliver product.

FEAR: Embarrassment, appearing incompetent.

IRRITATED BY: Surprises, unpredictability

SUPPORT THEIR: Organized, thoughtful approach

YOU SHOULD: Be accurate and precise with them

THEY LIKE: Detail and precision

DIGNITY QUALITY

RED

DOMINANT
(Controller, Driver, Director, Sensor)

STRONG FORCEFUL COMPETITIVE DECISIVE

STRENGTHS: Direct, assertive, big picture, bottom-line, accomplishes a lot quickly loves challenge/change.

OVERUSE: Can appear abrasive and intensive,

FEAR: Loss of control, being taken advantage of.

IRRITATED BY: Inefficiency, indecision

SUPPORT THEIR: Goals and objectives

YOU SHOULD: Get to the point!

THEY LIKE: Being in charge

ZEST CHALLENGE

STEADY

(Supporter, Amiable, Relater, Feeler)

LOYAL PATIENT CONSISTENT PEACEMAKER GOOD LISTENER CONCENTRATES ON TASK

STRENGTHS: Well balanced, good with people and tasks, keeps the status quo, dependable, understanding, gets the job done

OVERUSE: May be oversensitive, possessive, resentful.

IRRITATED BY: Insensitivity, impatience.

SUPPORT THEIR: Feelings

YOU SHOULD: Take time to build their trust.

THEY LIKE: To be helpful

TRANQUILITY . . . SECURITY

INFLUENCING

(Entertainer, Expressive, Promoter, Socializer, Intuitor)

PLAYFUL SPONTANEOUS LOVES VARIETY FLEXIBLE

STRENGTHS: Enthusiastic, playful nature, fun to be with, wins people over, adaptable to change, dependable, sees the big picture.

OVERUSE: May come on too strong, appears artificial, unpredictable, lacks seriousness, bored by detail, disorganized, too trusting

IRRITATED BY: Loss of prestige or approval.

SUPPORT THEIR: Ideas, opinions, dreams.

YOU SHOULD: Let them talk!

THEY LIKE: The spotlight

FUN JOY

BLUE

YELLOW

PEOPLE ORIENTED