Choose one word that describes you and check off "Most". Choose one word that describes you the least and check off "Least". Think of one particular working situation when doing so. Only check one in "least" and one in "most" for each of the 18 boxes.

1.	Most	Least
Enthusiastic	▲	▲
Bold	Z	Z
Diplomatic	★	★
Satisfied	■	■

2.	Most	Least
Careful	★	★
Determined	Z	Z
Convincing	■	■
Good-natured	▲	▲

3.	Most	Least
Friendly	■	■
Exact	★	★
Outspoken	Z	Z
Calm	▲	▲

4.	Most	Least
Talkative	■	■
Controlled	★	★
Traditional	▲	▲
Decisive	Z	Z

5.	Most	Least
Adventurous	Z	Z
Insightful	★	★
Extrovert	■	■
Moderat	▲	▲

6.	Most	Least
Expressive	■	■
Decent	★	★
Dominant	Z	Z
Receptive	▲	▲

7.	Most	Least
Balanced	■	■
Observant	★	★
Modest	▲	▲
Impatient	Z	Z

8.	Most	Least
Tactful	★	★
Pleasant	▲	▲
Attractive	■	■
Insisting	Z	Z

9.	Most	Least
Brave	Z	Z
Inspiring	■	■
Humble	▲	▲
Timid	★	★

10.	Most	Least
Reserved	★	★
Dutiful	▲	▲
Strong-willed	Z	Z
Cheerful	■	■

11.	Most	Least
Stimulating	■	■
Emotional	▲	▲
Perceptive	★	★
Independent	Z	Z

12.	Most	Least
Competing	Z	Z
Nuturing	▲	▲
Happy	■	■
Private	★	★

13.	Most	Least
Picky	★	★
Obedient	▲	▲
Strict	Z	Z
Playful	■	■

14.	Most	Least
Attractive	■	■
Introvert	★	★
Stubborn	Z	Z
Predictable	▲	▲

15.	Most	Least
Logical	★	★
Risk taker	Z	Z
Loyal	▲	▲
Charming	■	■

16.	Most	Least
Social	■	■
Patient	▲	▲
Self-determining	Z	Z
Soft spoken	★	★

17.	Most	Least
Willing	▲	▲
Eager	Z	Z
Thorough	★	★
High spirited	■	■

18.	Most	Least
Convincing	■	■
Sympathetic	▲	▲
Impartial	★	★
Self-conscious	Z	Z

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Most	-	Least	=	Difference
Z	-	**Z**	=	D
■	-	■	=	I
▲	-	▲	=	S
★	-	★	=	C

READ THIS:

This behavioural analysis is merely an indication of what your type may be. It should never be compared to a complete and adequate analysis. This analysis is ONLY meant as a tool for training linked to the understanding of the behavioural types. It can **never** replace an in-depth personal interview about your behavioural type.

If you want to know your behavioural type, you should get a scientific and accurate analysis e.g. from the SalesPilots.

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