



Go through the list quickly, spontaneously & intuitively. Only tick off one in each row.

	Dominant	Influence	Stability	Competence
Orientation	Facts	Feelings	Feelings	Facts
Radiates	Extrovert	Extrovert	Introvert	Introvert
Extrovert/ Introvert	Extrovert in actions	Extrovert in feelings and words	Introvert in ideas and feelings	Introvert with feelings, ideas and fears
Motivation	Power	People	Tempo	Rules
Goal (seeks)	Control	Popularity	Continuity	Accuracy
Evaluates others on	Problem solving, power	Flexibility, ability to talk positively	Friendliness, decisiveness	Facts, logical arguments, competition
Under pressure	Competitive, querulous	Unorganised, softness	Stubborn, resistant	Assertive, worried
Fears	Losing	Upopularity	Insecurity	Emotions, criticism
Seeks	Results	Recognition	Safety	Logic
Attitude	Power, ideas	Devotion	Take care of	In the background
Guided	Guided from the inside	Guided from the outside	Tradition	Facts & feelings
Acts	Active, aggressive	Active, talkative	Needs time	Withdrawn
Loves	Resistance	Friendship	Peace & quiet	Harmony
Conduct	Against	Accommodating	Together with	From a distance
Interest	Things	People	Practical things	Other's opinion
Acts as (role)	Initiator	Verbal initiative	Submissive acting person	Withdrawn acting person
Emotionally confident	With actions and results	With emotions and words	With ideas and chores	With ideas and rules/standards
Desires	Challenge	Appreciation	Security	Support
Leadership style	Dictates	Motivates	Structures	Obey rules
Style	Talks to	Talks with	Listens	Writes to
Total				

Count your marks in every column. The highest number of marks is the most likely behavioral type. This is a tool for you to assess the type faster.