



What is Your Performance Personality?

Directions— From each of the following rows place an X in front of the word that most often applies to you. Continue through all forty lines; be sure each number is marked. **YOU MUST DO ALL** If you are not sure which word “most applies,” ask a spouse or friend, and think of what your answer would have been when you were a child. (Full Definitions for each of these words begin on page 3.)

Strengths

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

Column Totals—Strengths



Weaknesses

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

Column Totals—Weaknesses

Combined Totals

**Popular
Sanguine**

**Powerful
Choleric**

**Perfect
Melancholy**

**Peaceful
Phlegmatic**

STRENGTHS

- 1) **Adventurous.** Takes on new and daring enterprises with a determination to master them.
Adaptable. Easily fits and is comfortable in any situation.
Animated. Full of life, lively use of hand, arm, and facial gestures.
Analytical. Likes to examine the parts for their logical and proper relationships
- 2) **Persistent.** Sees one project through to its completion before starting another.
Playful. Full of fun and good humor.
Persuasive. Convinces through logic and fact rather than charm or power.
Peaceful. Seems undisturbed and tranquil and retreats from any form of strife.
- 3) **Submissive.** Easily accepts any other's point of view or desire with little need to assert their own opinion.
Self-sacrificing. Willingly gives up their own personal being for the sake of, or to meet the needs of others.
Sociable. Sees being with others as an opportunity to be cute and entertaining rather than as a challenge or business opportunity.
Strong-willed. Determined to have one's own way.
- 4) **Considerate.** Having regard for the needs and feelings of others.
Controlled. Has emotional feelings but rarely displays them.
Competitive. Turns every situation, happening, or game into a contest and plays to win!
Convincing. Can win you over to anything through the sheer charm of their personality.
- 5) **Refreshing.** Renews and stimulates or makes others feel good.
Respectful. Treats others with deference, honor, and esteem.
Reserved. Self-restraint in expression of emotion or enthusiasm.
Resourceful. Able to act quickly and effectively in virtually all situations.
- 6) **Satisfied.** Easily accepts any circumstance or situation.
Sensitive. Intensively cares about others and about what happens.
Self-reliant. Can fully rely on their own capabilities, judgment, and resources.
Spirited. Full of life and excitement.
- 7) **Planner.** Prefers to work out a detailed arrangement beforehand, for the accomplishment of project or goal, and prefers involvement with the planning stages and the finished product rather than the carrying out of the task.
Patient. Unmoved by delay, remains calm and tolerant.
Positive. Knows it will turn out right if they are in charge.
Promoter. Urges or compels others to go along, join, or invest through that charm of their own personality.
- 8) **Sure.** Confident, rarely hesitates or wavers.
Spontaneous. Prefers all of life to be impulsive, unpremeditated activity, not restricted by plans.
Scheduled. Makes, and lives, according to a daily plan, dislikes their plan to be interrupted.
Shy. Quiet, doesn't easily instigate a conversation.
- 9) **Orderly.** Having a methodical, systematic arrangement of things.
Obliging. Accommodating, quick to do it another's way.
Outspoken. Speaks frankly and without reserve.
Optimistic. Sunny disposition who convinces self and others that everything will turn out all right.
- 10) **Friendly.** Responds rather than initiates, seldom starts a conversation.
Faithful. Consistently reliable, steadfast, loyal, and devoted sometimes beyond reason.
Funny. Sparkling sense of humor that can make virtually any story into a hilarious event.
Forceful. A commanding personality against whom others would hesitate to take a stand.

- 11) **Daring.** Willing to take risks; fearless, bold
Delightful. Upbeat and fun to be with.
Diplomatic. Deals with people tactfully, sensitively, and patiently.
Detailed. Does everything in proper order with a clear memory of all things that happen.
- 12) **Cheerful.** Consistently in good spirits and promoting happiness in others.
Consistent. Stays emotionally on an even keel, responding as one might expect.
Cultured. Interests involve both intellectual and artistic pursuits, such as theater, symphony, ballet.
Confident. Self-assured and certain of own ability and success.
- 13) **Idealistic.** Visualizes things in their perfect form, and has a need to measure up to that standard.
Independent. Self-sufficient, self-supporting, self-confident, and seems to have little need of help.
Inoffensive. Never says or causes anything unpleasant or objectionable.
Inspiring. Encourages others to work, join, or be involved, and makes the whole thing fun.
- 14) **Demonstrative.** Openly expresses emotion, especially affection, and doesn't hesitate to touch others while speaking.
Decisive. Quick, conclusive, judgment-making ability.
Dry humor. Exhibits "dry wit," usually one-liners that can be sarcastic in nature.
Deep. Intensive and often introspective with a distaste for surface conversation and pursuits.
- 15) **Mediator.** Consistently finds him or herself in the role of reconciling differences in order to avoid conflict.
Musical. Participates in or has a deep appreciation for music, is committed to music as an art form, rather than the fun or performance.
Mover. Driven by a need to be productive, is a leader whom others follow, finds it difficult to sit still.
Mixes easily. Loves a party and can't wait to meet everyone in the room, never meets a stranger.
- 16) **Thoughtful.** Considerate, remembers special occasions and is quick to make a kind gesture.
Tenacious. Holds on firmly, stubbornly, and won't let go until the goal is accomplished.
Talker. Constantly talking, generally telling funny stories and entertaining everyone around, feeling the need to fill the silence in order to make others comfortable.
Tolerant. Easily accepts the thoughts and ways of others without the need to disagree with or change them.
- 17) **Listener.** Always seems willing to hear what you have to say.
Loyal. Faithful to a person, ideal, or job, sometimes beyond reason.
Leader. A natural born director who is driven to be in charge and often finds it difficult to believe that anyone else can do the job well.
Lively. Full of life, vigorous, energetic.
- 18) **Contented.** Easily satisfied with what they have, rarely envious.
Chief. Commands leadership and expects people to follow.
Chart-maker. Organizes life, tasks, and problem solving by making lists, forms, or graphs.
Cute. Precious, adorable, center of attention
- 19) **Perfectionist.** Places high standards on self, and often on others, desiring that everything be in proper order at all times.
Pleasant. Easygoing, easy to be around, easy to talk with.
Productive. Must constantly be working or achieving, often finds it very difficult to rest.
Popular. Life of the party and therefore much desired as a party guest.
- 20) **Bouncy.** A bubbly, lively personality, full of energy.
Bold. Fearless, daring, forward, unafraid of risk.
Behaved. Consistently desires to conduct self within the realm of what he feels is proper.
Balanced. Stable, middle of the road personality, not subject to sharp highs or lows.

WEAKNESSES

- 21) **Blank.** Shows little facial expression or emotion.
Bashful. Shrinks from getting attention, resulting from self-consciousness.
Brassy. Showy, flashy, comes on strong, too loud.
Bossy. Commanding, domineering, sometimes overbearing in adult relationships.
- 22) **Undisciplined.** Lack of order permeates most every area of their life.
Unsympathetic. Finds it difficult to relate to the problems or hurts of others.
Unenthusiastic. Tends to not get excited, often feeling it won't work anyway.
Unforgiving. Has difficulty to forgive
- 23) **Reticent.** Unwilling or struggles against getting involved, especially when complex.
Resentful. Often holds ill feelings as a result of real or imagined offenses.
Resistant. Strives, works against, or hesitates to accept any other way but their own.
Repetitious. Retells stories and several times before, is constantly needing something to say.
- 24) **Fussy.** Insistent over petty matters or details, calling for a great attention to trivial details.
Fearful. Often experiences feelings of deep concern, apprehension, or anxiety.
Forgetful. Lack of memory with things that aren't fun.
Frank. Straightforward, outspoken, doesn't mind telling you exactly what they think.
- 25) **Impatient.** Finds it difficult to endure irritation or wait for others.
Insecure. Apprehensive or lacks confidence.
Indecisive. Finds it difficult to make a decision in order to make the perfect one.)
Interrupts. More of a talker than already speaking.
- 26) **Unpopular.** Intensity and demand for perfection can push others away.
Uninvolved. Has no desire to listen or become interested in clubs, groups, activities, or other people's lives.
Unpredictable. May be ecstatic one moment and down the next, or willing to help but then disappears, or promises to come but forgets to show up.
Unaffectionate. Finds it difficult to verbally or physically demonstrate tenderness openly
- 27) **Headstrong.** Insists on having his own way.
Haphazard. Has no consistent way of doing things.
Hard to please. Standards are set so high that it is difficult to ever satisfy them.
Hesitant. Slow to get moving and hard to get involved.
- 28) **Plain.** A middle-of-the-road personality without highs or lows and showing little, if any, emotion.
Pessimistic. While hoping for the best, generally sees the down side of a situation first.
Proud. Has a great self-esteem and sees self as always right and the best person for the job.
Permissive. Allows others (including children) to do as they please in order to keep from being disliked
- 29) **Angered easily.** Has a childlike flash-in-the-pan temper that expresses itself in tantrum style & is over and forgotten almost instantly.
Aimless. Not a goal-setter with little desire to be one.
Argumentative. Incites arguments generally because they are right no matter what the situation may be.
Alienated. Easily feels estranged from others, often because of insecurity or fear that others don't really enjoy their company.
- 30) **Naïve.** Simple and child-like perspective, lacking sophistication or comprehension of what the deeper levels of life are really about.
Negative attitude. Attitude is seldom positive and is often able to see only the down or dark side of each situation.
Nervy. Full of confidence, fortitude, and sheer guts, often in a negative sense.
Nonchalant. Easygoing, unconcerned, indifferent.

- 31) **Worrier.** Consistently feels uncertain, troubled, or anxious.
Withdrawn. Pulls back and needs a great deal of alone or isolation time.
Workaholic. An aggressive goal-setter who must be constantly productive and feels very guilty when resting, is not driven by a need for perfection or completion but by a need for accomplishment and reward.
Wants credit. Thrives on the credit approval of others. As an entertainer this person feeds on the applause, laughter, and/or acceptance of an audience.
- 32) **Too sensitive.** Overly introspective and easily offended when misunderstood
Tactless. Sometimes expresses themselves in a somewhat offensive and inconsiderate way.
Timid. Shrinks from difficult situations.
Talkative. An entertaining, compulsive talker who finds it difficult to listen.
- 33) **Doubtful.** Characterized by uncertainty and lack of confidence that it will ever work out.
Disorganized. Lack of ability to ever get life in order.
Domineering. Compulsively takes control of situations and/or people, usually telling others what to do.
Depressed. Feels down much of the time.
- 34) **Inconsistent.** Erratic, contradictory, with actions and emotions not based on logic.
Introvert. Thoughts and interests are directed inward, lives within themselves.
Intolerant. Appears unable to withstand or accept another's attitudes, point of view, or way of doing things.
Indifferent. Most things don't matter one way or another.
- 35) **Messy.** Living in a state of disorder, unable to withstand or accept another's attitudes, point of view, or way of doing things.
Moody. Doesn't get very high emotionally, but easily slips into low lows, often when feeling unappreciated.
Mumbles. Will talk quietly under the breath when pushed, doesn't bother to speak clearly.
Manipulative. Influences or manages shrewdly or deviously for their own advantage, will get their way somehow.
- 36) **Sluggish.** Doesn't often act or think quickly, too much of a bother.
Stubborn. Determined to exert their own will, not easily persuaded, obstinate.
Show-off. Needs to be the center of attention, wants to be watched.
Skeptical. Disbelieving, questioning the motive behind the words.
- 37) **Loner.** Requires a lot of private time and tends to avoid other people.
Lord over. Doesn't hesitate to let you know that they are right or is in control.
Lazy. Evaluates work or activity in terms of how much energy it will take.
Loud. Laugh or voice can be heard above others in the room.
- 38) **Sluggish.** Slow to get started, needs push to be motivated.
Suspicious. Tends to suspect or distrust others or ideas.
Short-tempered. Has a demanding impatience-based anger and a short fuse. Anger is expressed when others are not moving fast enough or have not completed what they have been asked to do.
Scatterbrained. Lacks the power of concentration or attention, flighty.
- 39) **Revengeful.** Knowingly or otherwise hold a grudge and punishes the offender, often by subtly withholding friendship or affection.
Restless. Likes constant new activity because it isn't fun to do the same things all the time.
Reluctant. Unwilling or struggles against getting involved.
Rash. May act hastily, without thinking things through, generally because of impatience.
- 40) **Compromising.** Will often relax their position, even when right, in order to avoid conflict.
Critical. Constantly evaluating and making judgments, frequently thinking or expressing negative reactions.
Crafty. Shrewd, one who can always find a way to get to the desired end.
Changeable. A child-like, short attention span that needs a lot of change and variety to keep from getting bored.