Directions: In each **row,** numbered 1-16, circle the word that best represents you.

Do the same exercise, but underline the word that represents someone who

you have conflict with. Then total how many circles you have in each column and write the number in the box in the row labeled You.

Total how many underlined words you have in each column and write the number in the row labeled Other. Don't write on the graph until instructed.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Word Sets | **COLUMN A** | **COLUMN B** | **COLUMN C** | **COLUMN D** |
| 1 | No- nonsense | Bold | Personable | Considerate |
| 2 | Organized | Commanding | Courteous | Listener |
| 3 | Industrious | Independent | Congenial | Cooperative |
| 4 | Precise | Impatient | Talkative | Reflective |
| 5 | Serious | Determined | Warm | Careful |
| 6 | Direct | Risk Taker | Friendly | Cautious Non- |
| 7 | Practical | Aggressive | Sensitive | Assertive |
| 8 | Disciplined | Authoritative | Emotional | Thorough |
| 9 | Focused | Assertive | Outgoing | Patient |
| 10 | Methodical | Unhesitating | Sincere | Moderate |
| 11 | Professional | Definite | Sociable | Peace-maker |
| 12 | Diligent | Firm | Demonstrative | Particular |
| 13 | Systematic | Forceful | Good Natured | Thinker |
| 14 | Formal | Confident | Charismatic | Hesitant |
| 15 | Persistent | Controlling | Trusting | Restrained |
| 16 | Accurate | Initiating | Persuasive | Acce ting |
| Total:You I |  |  |  |  |
| Total:Other I | I | I |

A

D B

|  |  |
| --- | --- |
| 8 | 16 |
| 88 | 8 |

16 16

10 C