

Personality Patterns & Leadership Style Questionnaire

Directions: Study the four statements in each grouping and select the one statement that would fit you the most in a work situation. Place an X in the space in front of that statement.

1. c I find that I am courteous in most all situations
b It is easy for me to be very convincing and I can talk people into doing what I want them to do
d I find myself being very modest and shy
a I often have very original ideas
2. a I like to work independently without close supervision
d I am a devout person
b A lot of people say that I am charming and cheerful
c I am proud of the fact that I can be cooperative in most situations
3. d I know that I am very accurate with details and facts
c If I am reacting to a situation I prefer to take the middle course
a I like to be adventurous
b I enjoy all types of people and would like to work with people instead of with machines and data
4. a I like a busy pace
b I strive to be popular with my fellow workers
c I find I can remain calm in a frantic situation
d I know that people can count on me
5. a I like an active and lively lifestyle
b Even when faced with disappointment I am lighthearted and bounce back quickly
d I am accurate even when there is a lot of details to handle
c I know I am a trusting individual
6. c I know that I am faithful
d I am persistent
a I am brave and courageous in new situations
b I find myself being friendly in order to please others
7. a I am persistent, especially when I am told I can't do it
c I like to follow directions given by others
b It is easy for me to be cheerful, playful and to make other people happy
d I prefer a quiet and calm work environment
8. c I like to be thoughtful of others feelings
a I am decisive at work
b I am talkative and enjoy telling a good story
d I prefer to be conservative and cautious
9. b I like to work fast and spontaneously
a I am decisive in addition to working fast
c I like to take things slow and easy
d I prefer to be conservative and cautious

10. c _____ I pride myself on maintaining good relationships
a _____ I am results oriented and am anxious to get things done
b _____ I like interacting with people at work
d _____ I am great at determining the process to accomplish a task
11. d _____ One of my greatest fears is that I might be embarrassed at work
a _____ One of my greatest fears is that a situation I am in charge of might get out of control
b _____ I like to consider myself popular with those I work with
c _____ I get anxious if I need to confront another person at work
12. d _____ I know my greatest strength is my organization and follow through ability
b _____ I get anxious when other people go slowly
c _____ I get irritated with rude or selfish people
a _____ Nothing makes me more angry than other people's incompetence
13. c _____ I am an excellent listener, and I tend to always understand others directions to me
b _____ I am persuasive and would be good in sales
a _____ I am great at getting things done
d _____ I get irritated at others who are disorganized
14. a _____ I know I am efficient
b _____ I know I am alert and decisive
c _____ I pride myself on being courteous and friendly
d _____ I am a very sincere person
15. d _____ I know I can get ahead by perservance and hard work
c _____ I am always fair with people and justice is most important to me
b _____ I can keep a happy outlook even in the worst situation
a _____ I find I need to keep very busy to be happy at work
16. c _____ I am extremely loyal
a _____ I want to be a manager one day
d _____ I am correct and thorough in everything I do
b _____ I am friendly to almost everyone
17. a _____ I consider myself successful if I get results
b _____ I consider myself successful if I gain recognition for what I do
c _____ I consider myself successful if I receive respect for what I do
d _____ I know I do an accurate job the first time through
18. a _____ I consider myself a friendly person
c _____ I am a good listener
d _____ I prefer a quiet atmosphere at work
b _____ I prefer to work independently
19. d _____ I value the fact that I am respectful of others
c _____ I am cooperative with others at work and make an excellent team member
a _____ I am enterprising
b _____ I like situations where I can talk and present information

20. b _____ I am a very social person
 a _____ I am undefeatable in an argument
 d _____ I am accurate with details
 c _____ I am cooperative in work situations
21. a _____ I find myself getting uncomfortable when others waste my time
 b _____ I tend to make decisions based on my feelings
 c _____ I like feeling secure in my work
 d _____ I prefer working with materials and data to working with people
22. c _____ I can remain calm in a chaotic situation
 b _____ I know at times it is easy for me to be emotional
 a _____ I like to work fast
 d _____ I know I would be good at quality control because I always seem to find others mistakes
23. a _____ I really like challenges
 b _____ It is easy for me to share my personal feeling easily
 d _____ I find it hard to reveal my personal feelings to those I don't know
 c _____ I don't enjoy taking a risk
24. b _____ I find that time tends to get away from me
 a _____ I like to be in control
 c _____ Teamwork is one of my favorite working relationships
 d _____ I know that details are important and should be brought into the open before making a decision