

Name: _____
 Email: _____
 Telephone: _____

Date: ____/____/____
 Organization: _____
 Title: _____

1 Directions:
 Mark the response which best describes **how you feel you really are** on a scale from 1 to 5, with 1 being **no or least** and 5 being **yes or most**.

2 Note NEW Directions:
 Mark the response which best describes **how you feel others expect you to be or act** on a scale from 1 to 5, with 1 being **no or least** and 5 being **yes or most**.

- | | No | Yes |
|------------------------|-----------|-----|
| 1. Trustworthy..... | ① ② ③ ④ ⑤ | |
| 2. Generous..... | ① ② ③ ④ ⑤ | |
| 3. Concrete..... | ① ② ③ ④ ⑤ | |
| 4. Instinctive..... | ① ② ③ ④ ⑤ | |
| 5. Compassionate..... | ① ② ③ ④ ⑤ | |
| 6. Talkative..... | ① ② ③ ④ ⑤ | |
| 7. Pleasant..... | ① ② ③ ④ ⑤ | |
| 8. Realistic..... | ① ② ③ ④ ⑤ | |
| 9. Particular..... | ① ② ③ ④ ⑤ | |
| 10. Audacious..... | ① ② ③ ④ ⑤ | |
| 11. Warm..... | ① ② ③ ④ ⑤ | |
| 12. Invincible..... | ① ② ③ ④ ⑤ | |
| 13. Solemn..... | ① ② ③ ④ ⑤ | |
| 14. Spontaneous..... | ① ② ③ ④ ⑤ | |
| 15. Gentle..... | ① ② ③ ④ ⑤ | |
| 16. Good Mixer..... | ① ② ③ ④ ⑤ | |
| 17. Absolute..... | ① ② ③ ④ ⑤ | |
| 18. Efficient..... | ① ② ③ ④ ⑤ | |
| 19. Outgoing..... | ① ② ③ ④ ⑤ | |
| 20. Organized..... | ① ② ③ ④ ⑤ | |
| 21. Popular..... | ① ② ③ ④ ⑤ | |
| 22. Bold..... | ① ② ③ ④ ⑤ | |
| 23. Strict..... | ① ② ③ ④ ⑤ | |
| 24. Lively..... | ① ② ③ ④ ⑤ | |
| 25. Precise..... | ① ② ③ ④ ⑤ | |
| 26. Social..... | ① ② ③ ④ ⑤ | |
| 27. Meticulous..... | ① ② ③ ④ ⑤ | |
| 28. Daring..... | ① ② ③ ④ ⑤ | |
| 29. Understanding..... | ① ② ③ ④ ⑤ | |
| 30. Adamant..... | ① ② ③ ④ ⑤ | |

- | | No | Yes |
|------------------------|-----------|-----|
| 31. Picky..... | ① ② ③ ④ ⑤ | |
| 32. Sympathetic..... | ① ② ③ ④ ⑤ | |
| 33. Bold..... | ① ② ③ ④ ⑤ | |
| 34. Agreeable..... | ① ② ③ ④ ⑤ | |
| 35. Driven..... | ① ② ③ ④ ⑤ | |
| 36. Methodical..... | ① ② ③ ④ ⑤ | |
| 37. Inspirational..... | ① ② ③ ④ ⑤ | |
| 38. Courageous..... | ① ② ③ ④ ⑤ | |
| 39. Aggressive..... | ① ② ③ ④ ⑤ | |
| 40. Charitable..... | ① ② ③ ④ ⑤ | |
| 41. Calculated..... | ① ② ③ ④ ⑤ | |
| 42. Nice..... | ① ② ③ ④ ⑤ | |
| 43. Systematic..... | ① ② ③ ④ ⑤ | |
| 44. Adventurous..... | ① ② ③ ④ ⑤ | |
| 45. Enthusiastic..... | ① ② ③ ④ ⑤ | |
| 46. Fussy..... | ① ② ③ ④ ⑤ | |
| 47. Fearless..... | ① ② ③ ④ ⑤ | |
| 48. Outgoing..... | ① ② ③ ④ ⑤ | |
| 49. Exact..... | ① ② ③ ④ ⑤ | |
| 50. Daring..... | ① ② ③ ④ ⑤ | |
| 51. Social..... | ① ② ③ ④ ⑤ | |
| 52. Analytical..... | ① ② ③ ④ ⑤ | |
| 53. Soft-hearted..... | ① ② ③ ④ ⑤ | |
| 54. Motivating..... | ① ② ③ ④ ⑤ | |
| 55. Persuasive..... | ① ② ③ ④ ⑤ | |
| 56. Controlling..... | ① ② ③ ④ ⑤ | |
| 57. Precise..... | ① ② ③ ④ ⑤ | |
| 58. Bossy..... | ① ② ③ ④ ⑤ | |
| 59. Sentimental..... | ① ② ③ ④ ⑤ | |
| 60. Demanding..... | ① ② ③ ④ ⑤ | |

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