Personal Profile

Directions: Look at the two columns of word groups. Identify the word in each group that is most like you, least like you, and in-between. Assign 4 points to the words most like you, 3 points to the words like you, 2 points to the words somewhat like you, and 1 point to words least like you. Put the points on the lines to the left of the word. Each block of words should have only one of each of the four values, i.e. 4, 3, 2, and 1.

\_\_\_\_ Spontaneous

\_\_\_\_ Direct

\_\_\_\_ Diplomatic

\_\_\_\_ Considerate

\_\_\_\_ Accurate

\_\_\_\_ Inspiring

\_\_\_\_ Amiable

\_\_\_\_ Insistent

\_\_\_\_ Kind

\_\_\_\_ Friendly

\_\_\_\_ Independent

\_\_\_\_ Cautious

\_\_\_\_ Dependable

\_\_\_\_ Logical

\_\_\_\_ Sociable

\_\_\_\_ Aggressive

\_\_\_\_ Decisive

\_\_\_\_ Reserved

\_\_\_\_ Loyal

\_\_\_\_ Fun

\_\_\_\_ Opinionated

\_\_\_\_ Stable

\_\_\_\_ Personable

\_\_\_\_ Precise

\_\_\_\_ Enthusiastic

\_\_\_\_ Determined

\_\_\_\_ Thorough

\_\_\_\_ Gentle

\_\_\_\_ Analytical

\_\_\_\_ Talkative

\_\_\_\_ Calm

\_\_\_\_ Demanding

\_\_\_\_Optimistic

\_\_\_\_ Cooperative

\_\_\_\_ Dominant

\_\_\_\_ Tactful

\_\_\_\_ Competitive

\_\_\_\_ Interactive

\_\_\_\_ Insightful

\_\_\_\_ Supportive

Directions: Transfer answers from the “Personal Profile” to this sheet.

\_\_\_\_ Spontaneous (E)

\_\_\_\_ Direct (C)

\_\_\_\_ Diplomatic (A)

\_\_\_\_ Considerate (F)

\_\_\_\_ Accurate (A)

\_\_\_\_ Inspiring (E)

\_\_\_\_ Amiable (F)

\_\_\_\_ Insistent (C)

\_\_\_\_ Kind (F)

\_\_\_\_ Friendly (E)

\_\_\_\_ Independent (C)

\_\_\_\_ Cautious (A)

\_\_\_\_ Dependable (F)

\_\_\_\_ Logical (A)

\_\_\_\_ Sociable (E)

\_\_\_\_ Aggressive (C)

\_\_\_\_ Decisive(C)

\_\_\_\_ Reserved (A)

\_\_\_\_ Loyal (F)

\_\_\_\_ Fun (E)

Scoring: Using the letters in parenthesis next to the words, total all the points on the lines next to the F’s. Put the total points on the corresponding line below. Do the same for A, C, and E.

\_\_\_\_\_\_ F \_\_\_\_\_\_ A \_\_\_\_\_\_ C \_\_\_\_\_\_ E

Circle the letter with the highest total. This letter represents your strongest behavioral characteristic. F for Friendly, A for Achiever, C for Commanding, and E for energetic. Your totals for the three remaining letters indicate the strength of your behavioral tendencies in the three other dimensions.

\_\_\_\_ Opinionated (C)

\_\_\_\_ Stable (F)

\_\_\_\_ Personable (E)

\_\_\_\_ Precise (A)

\_\_\_\_ Enthusiastic (E)

\_\_\_\_ Determined (C)

\_\_\_\_ Thorough (A)

\_\_\_\_ Gentle (F)

\_\_\_\_ Analytical (A)

\_\_\_\_ Talkative (E)

\_\_\_\_ Calm (F)

\_\_\_\_ Demanding (C)

\_\_\_\_Optimistic (E)

\_\_\_\_ Cooperative (F)

\_\_\_\_ Dominant (C)

\_\_\_\_ Tactful (A)

\_\_\_\_ Competitive (C)

\_\_\_\_ Interactive (E)

\_\_\_\_ Insightful (A)

\_\_\_\_ Supportive (F)

FACE Dimensions of Behavior

Friendly

* Motivated to create a stable, organized environment.
* Tends to be patient and a good listener.
* Prefers participating in a group rather than directing it and listening more than talking.
* “I like working with people who get along.”
* “I enjoy helping people.”
* “I can be counted on to get the job done.”

Achiever

* Motivated to achieve high personal standards.
* Tends to be diplomatic and carefully weighs pros and cons.
* Prefers environments with clearly defined expectations.
* “I enjoy analyzing things.”
* “I am uncomfortable with emotional situations.”
* “I enjoy working with people who are organized and have high standards.”

Commanding

* Motivated to solve problems and get immediate results.
* Tends to question the status quo.
* Prefers direct answers, varied activities, and independence.
* “I like being my own boss.”
* “I know what I want, and I go after it.”
* “I like to test myself with new challenges.”

Energetic

* Motivated to persuade and influence others.
* Tends to be open and verbalizes thoughts and feelings.
* Prefers working with people rather than alone.
* “I enjoy telling stories and entertaining people.”
* “I get fired up about things.”
* “I like freedom from control and detail.”