

Welcome to the wonderful world of Living in Full Color!

This workbook should be in your briefcase, computer bag, or handbag where ever you go for the foreseeable future. As with learning anything, one glance at the information will not make it part of your daily routine. Knowledge is not power! Only the consistent application of knowledge will eventually manifest itself as power. The good news is that the knowledge contained in this program is so powerful, that when you apply it, it will have a profound effect in every area of your life.

So, let's get started. You are about to take our Personality test. Please answer the questions as honestly as possible. Most people have a tendency to answer the questions the way they wish that they really were, as opposed to how they truly are. Resist that temptation. There is no grade you will receive on taking this test....so don't cheat. I promise you that you will only be

cheating yourself! The score you want from this test is an honest, accurate one.

Not one of the four groups is any better or worse than the other three; so don't try to slant your answers to be in the *right* group. Each group has distinct strengths and distinct weaknesses, as you will soon see. Answer the questions sincerely and you will be in great shape. Finally, take the test as quickly as you can. That will assure that you do not over think the answers. The vast majority of our decisions every day is made by our subconscious mind, which really ends up determining who you are and which group you fit into. So let your subconscious answer as many of the questions as possible. You do that by going with your immediate reaction as opposed to your detailed analysis of each question. That's it. Take the test.....**NOW!**

SECTION ONE

Directions: You have been given a sequence of questions. Each question has four responses. You must divide 12 points among the responses in the manner described below:

- | | |
|----------|--|
| 6 points | The answer that best describes you. |
| 4 points | The 2 nd answer that describes you. |
| 2 points | The 3 rd answer that describes you. |
| 0 points | The answer that is the least like you. |

A) When working on a business project with other leaders that I don't know very well, I have a tendency to:

1. ☐ Be excited and focus on establishing a good working relationship with everyone.
2. ☐ Discuss all possibilities without pushing my opinion.
3. ☐ Take the lead and focus on getting results as quickly as possible.
4. ☐ Logically think through and outline the task before attempting to start.

B) When I am in a social environment my demeanor is:

5. ☐ Friendly, warm and creative.
6. ☐ Outgoing, fun and energetic.
7. ☐ Confident and in control
8. ☐ Quiet, reserved and intelligent.

C) I hate it when the person I am in a relationship with is:

9. ☐ Indecisive and timid.
10. ☐ Forgetful, late, and sloppy.
11. ☐ Boring and too serious.
12. ☐ Uncaring, materialistic and unemotional.

D) When something is bothering me emotionally, I have a tendency to:

13. ☐ Want to talk it out and express my feelings thoroughly.
14. ☐ Ignore it and focus on something that is more important.
15. ☐ Go out and have some fun to help me forget the problem and deal with it later.
16. ☐ Do whatever I have to do to avoid getting into a situation where I have to express or expose my feelings.

E) When I am in a business discussion people see me as being:

17. ☐ Creative, supportive and helpful.
18. ☐ Detailed, logical and in control.
19. ☐ Energetic, optimistic and fun.
20. ☐ Aggressive, sharp and confident.

F) When it comes to meeting a deadline in business, my outlook is best described as:

21. ☐ It must be done now.
22. ☐ I will try my best to meet my deadline
23. ☐ Deadlines make me feel pressured.
24. ☐ It must be done accurately and on time.

G) I enjoy giving the impression that I am:

25. ☐ Aggressive, goal oriented and confident.
26. ☐ Very smart, efficient and detailed.
27. ☐ Very social, funny and spontaneous.
28. ☐ Caring, creative and involved.

H) When I have some free time I like to:

29. ☐ Do something around the house or catch up on some reading.
30. ☐ Get out and do something fun.
31. ☐ Do some volunteer work or do something creative.
32. ☐ Do something extravagant as a reward for all my hard work

Section Two

Directions: In this section you will have two adjectives to evaluate at a time and 4 points to distribute between them. Distribute the 4 points any way you see fit between the two adjectives. Rate them as you feel they apply to you. The higher the points the more like you it is. Read each word carefully before responding, but do not try to "over-analyze" them. You will get more accurate results if you answer spontaneously. Remember, there are no right or wrong answers. You may divide the 4 points equally between two choices or any way you think they are rated. *Example:* $1+3=4$ or $2+2=4$ or $0+4=4$.

33. Impulsive

34. Artistic

35. Detailed.

36. Impressive.

37. Fashionable

38. Confrontational

39. Conservative

40. Spontaneous

41. Controlling

42. Forgetful

43. Logical

44. Philosophical

45. Introverted

46. Extroverted

47. Punctual

48. Sensitive

49. Thoughtful

50. Assertive

51. Decisive

52. Frugal

53. Humorous

54. Nurturing

55. Holistic

56. Motivated

Section Three

Directions: Enter your points from PART ONE and PART TWO on each appropriate number below. Please note, the numbers are out of order, so be sure the points correspond to the correct number. Once all the numbers are entered, total each column at the bottom.

Red Points	Yellow Points	Blue Points	Green Points
3. _____	2. _____	1. _____	4. _____
7. _____	5. _____	6. _____	8. _____
9. _____	12. _____	11. _____	10. _____
14. _____	13. _____	15. _____	16. _____
20. _____	17. _____	19. _____	18. _____
21. _____	23. _____	22. _____	24. _____
25. _____	28. _____	27. _____	26. _____
32. _____	31. _____	30. _____	29. _____
36. _____	34. _____	33. _____	35. _____
38. _____	42. _____	37. _____	39. _____
41. _____	44. _____	40. _____	43. _____
50. _____	49. _____	46. _____	45. _____
51. _____	52. _____	48. _____	47. _____
56. _____	55. _____	53. _____	54. _____
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Chart your totals from the previous page onto the graph below. Take your corresponding total for each color and using both top and side numbers find the area in the quadrant to put one dot. After plotting each dot for each color, connect the dots with straight lines, starting with Red, then Blue, then Yellow, and Green.

