

## About this Profiler Tool

This short exercise will help indicate your likely dominant behavioural style. Avoid taking too long in making a decision on ranking the words as this may impact the overall results.

Follow these steps:

1. Consider your work environment performance only;
2. Read the four words on each line below (lines 1 to 20).
3. For each line of words, rank the words on each line as either 1, 2, 3 or 4 by writing a different number in each box according to how it best describes you, using the following descriptors:
  - 1 for MOST describes you
  - 2 for OFTEN describes you
  - 3 for SELDOM describes you
  - 4 for LEAST describes you

Each line across must have a 1, 2, 3 and 4 ranking.

1	<input type="text"/>	Decisive	<input type="text"/>	Articulate	<input type="text"/>	Easygoing	<input type="text"/>	Organised
2	<input type="text"/>	Achiever	<input type="text"/>	Motivator	<input type="text"/>	Listener	<input type="text"/>	Analysar
3	<input type="text"/>	Must win	<input type="text"/>	Convincing	<input type="text"/>	Steady	<input type="text"/>	Structured
4	<input type="text"/>	Ambitious	<input type="text"/>	Flexible	<input type="text"/>	Relational	<input type="text"/>	Prepared
5	<input type="text"/>	Detailed	<input type="text"/>	Peaceful	<input type="text"/>	Active	<input type="text"/>	Creative
6	<input type="text"/>	Direct	<input type="text"/>	Highly verbal	<input type="text"/>	Softly spoken	<input type="text"/>	Reserved
7	<input type="text"/>	Impatient	<input type="text"/>	Fun loving	<input type="text"/>	Diplomatic	<input type="text"/>	Conservative
8	<input type="text"/>	Confronting	<input type="text"/>	Charming	<input type="text"/>	Calm	<input type="text"/>	Cautious
9	<input type="text"/>	Active	<input type="text"/>	Emotional	<input type="text"/>	Empathetic	<input type="text"/>	Logical
10	<input type="text"/>	Entrepreneur	<input type="text"/>	Independent	<input type="text"/>	Excitable	<input type="text"/>	Stability
11	<input type="text"/>	Restless	<input type="text"/>	Sociable	<input type="text"/>	Relaxed	<input type="text"/>	Sensitive
12	<input type="text"/>	Competitive	<input type="text"/>	Expressive	<input type="text"/>	Team focused	<input type="text"/>	Rule focused
13	<input type="text"/>	Problem Solver	<input type="text"/>	Persuasive	<input type="text"/>	Peace maker	<input type="text"/>	Perfectionist
14	<input type="text"/>	Commanding	<input type="text"/>	Entertaining	<input type="text"/>	Easy going	<input type="text"/>	Precise
15	<input type="text"/>	Cautious	<input type="text"/>	Cheerful	<input type="text"/>	Enthusiastic	<input type="text"/>	Fast acting
16	<input type="text"/>	Innovative	<input type="text"/>	Creative	<input type="text"/>	Accepting	<input type="text"/>	Evaluative
17	<input type="text"/>	Direct	<input type="text"/>	Optimistic	<input type="text"/>	Humble	<input type="text"/>	Deliberate
18	<input type="text"/>	Visionary	<input type="text"/>	Influencer	<input type="text"/>	Reliable	<input type="text"/>	Persistent
19	<input type="text"/>	Forthright	<input type="text"/>	Playful	<input type="text"/>	Relaxed	<input type="text"/>	Careful
20	<input type="text"/>	Talkative	<input type="text"/>	Good Listener	<input type="text"/>	Quiet	<input type="text"/>	Adventurous
	<input type="text"/>	1	<input type="text"/>	2	<input type="text"/>	3	<input type="text"/>	4

**PLEASE DO NOT** add up the columns until reading the instructions on the next page.

## Plotting Instructions

Instructions to add up and plot the sampler behavioural profile.

1. Now cross out the results in lines 5, 10, 15 and 20.
2. Add up your total score for the remaining lines in each column and record it in the boxes at the bottom of the columns.
6. Now plot the results (the total sum of each column) on the vertical lines on the graph located below.

