

What is My Personality Direction?

Directions: Mark each trait that is *really* you—not who you can make yourself be for a job or relationship. Add up your traits—strengths and weaknesses together—under North, South, East, & West. Record your totals on page 3.

North

Strengths

Takes charge
Problem solver
Determined
Decisive
Likes to be in authority
Firm
Competitive
Goal driven
Strong-willed
Independent
Action oriented
Enjoys challenges

Weaknesses

Bossy
Impatient
Not sympathetic
Opinionated
Controlling
Argumentative
Not affectionate
Workaholic
Domineering
Intolerant
Stubborn
Angry

South

Strengths

Quiet yet witty
Adaptable
Peaceful
Easy going
Patient
Calm
Tolerant
Consistent performance
Enjoys routine
Pleasant
Avoids confrontations
Controlled

Weaknesses

Not enthusiastic
Hard time making decisions
Worries
Stubborn
Self-protective
Doesn't get involved
Stingy
Aimless
Doubtful
Indifferent
Unmotivated
Eager to rest

East

Strengths

Orderly
Enjoys instructions
Deep thinker
Respectful
Precise
Persistent
Scheduled
Sensitive to others
Planner
Purposeful
Detailed
Creative

Weaknesses

Perfectionistic
Negative
Moody
Suspicious
Impractical
Rigid
Revengeful
Easily depressed
Too introspective
Critical
Touchy
Socially Insecure

West

Strengths

Enthusiastic
Very verbal
Animated Motivator
Energetic
Friendly
Fun-loving
Enjoys change
Optimistic
Likes being with people
Affectionate
Cheerful
Life-of-the-party

Weaknesses

Not self-disciplined
Forgetful
Too Talkative
Messy
Show-off
Disorganized
Emotional extremes
Wants credit
Naïve
Easily angered, but soon over it
Repetitious
Starts but doesn't finish

Any strength, taken to an out-of-balance extreme, can become a weakness.

North Total: _____

South Total: _____

East Total: _____

West Total: _____

My Primary Type: _____

My Secondary Type: _____

North = Choleric = Lion = High "D" on DISC

The Worker. Values POWER. Desires to have control. Needs appreciation for work and loyalty. Controls by threat of anger. Likes to lead and work. Leaders, producers, builders. Fears being taken advantage of or loss of control. Motivated by challenges. Under pressure may show lack of concern for others' views, feelings. "Do it my way."

South = Phlegmatic = Golden Retriever = High "S" on DISC

The Mediator. Values PEACE. Desires to have lack of confrontation. Needs a sense of worth & value. Controls by procrastination. Likes to observe and agree. Diplomats, teachers, technicians. Fears change / loss of stability. Motivated by maintenance of status quo. Under pressure can give in when should take a stand or become passive-aggressive. "Do it the easy way."

East = Melancholy = Beaver = High "C" on DISC

The Thinker. Values PERFECTION. Desires to have understanding. Needs support, space and silence. Controls by threat of moods. Likes to analyze and create. Artists, musicians, inventors, philosophers, doctors. Fears criticism of their work. Motivated by correctness and quality. Under pressure can become overly critical of self and others. "Do it the right way."

West = Sanguine = Otter = High "I" on DISC

The Motivator. Values POPULARITY. Desires to have fun. Needs attention, approval, and affection. Controls by charm. Likes to play and persuade. Actors, salespersons, speakers. Fears social rejection. Motivated by recognition. Under pressure can become disorganized. "Do it the fun way."

North and **West** are extroverts, who get recharged by being with people.

South and **East** are introverts, who get recharged by having time alone.