Personality Temperament Test

INSTRUCTIONS: This is a Personality Temperament Test taken from Tim LaHaye's book, "Why You Act the Way You Do". It helps assess your temperament of potential strengths & weaknesses. It's very simple and takes about 45 minutes to complete. There are 4 Sections below. In each section you will find a series of descriptive words. Your job is to read each word and put a number next to it according to how well it describes the REAL you. After you have completed all 4 Sections go to page 2 for further instructions. To get a more accurate assessment of your temperament have 3-4 close friends &/or family members also complete a test about your temperament.

REMEMBER: It's important that you be honest and objective. Don't mark a box according to how you want to be seen, rather mark it according to how you really are. If it is NATURALLY who you are then it isn't something that you are "working on" nor is it something that requires a lot of effort in order for you to be that way. It just comes natural. Some of the descriptive words below are very flattering words and some are unflattering words. Don't answer according to how you want to be or don't want to be. **BE COMPLETELY 100% HONEST WITH YOURSELF....** BE RAW ABOUT WHO YOU ARE RIGHT NOW AT THIS POINT IN YOUR LIFE.

SCORING CRITERIA: Score how each word best describes you:			
1 = "That is definitely NOT me!" 2 = "That is usually NOT me."			
3 =	"That is usually me."	4 =	"That is mostly me."

5 = "That IS definitely me!"

SECTION 01	SECTION 02	SECTION 03	SECTION 04
emotional egotistical interrupts others compassionate impulsive disorganized impractical funny forgetful easily discouraged very positive easily angered undisciplined extrovert refreshing lively/spirited weak-willed spontaneous talkative delightful/cheerful enjoyable popular friendly/sociable "bouncy" restless difficulty concentrating likes to play difficulty keeping resolutions lives in the present difficulty with appointments	optimistic determined bossy goal-oriented decisive frank self-confident sarcastic workaholic self-sufficient practical headstrong activist outgoing domineering adventurous aggressive competitive leadership ability daring persevering bold strong-willed persuasive hot-tempered resourceful insensitive outspoken unsympathetic productive	deep feeling critical insecure sensitive indecisive hard to please self-centered pessimistic depressed easily easily offended idealistic loner self-sacrificing introvert faithful friend analytical considerate likes behind the scenes suspicious respectful introspective planner perfectionist scheduled unforgiving/ resents orderly creative detailed moody gifted (musically)	very quiet selfish unenthusiastic negative regular daily habits hesitant shy stingy aimless not aggressive stubborn worrier spectator of life works well under pressure indecisive adaptable slow and lazy submissive to others easy going reserved calm and cool content/satisfied efficient patient dependable listener witty/dry humor pleasant teases other consistent

Marriage Indicator

o Discouraging	o Exciting	o Satisfying	o Uncertain
o Hopeless	о Нарру	o Peaceful	o Confusing
₀ Empty	o Hopeful	o Committed	o Stressful
o Harsh	o Nurturing	o Secure	o Frustrating
o Resentful	o Open	o Trusting	o Tired
o Destructive	o Fresh	o Relaxed	o Distant
o Rejection	o Anticipation	o Appreciation	o Apprehension
o Tension	o Sharing	o Honest	o Drifting
o Give up	o Making Plans	o Teamwork	o Apathetic
o Critical	o Caring	o Connected	o Concerned
o Angry	o Joyful	o Understanding	o Burned out
o Disappointed	o Optimistic	o Comfortable	o Neglectful
o Untrusting	o Tender	o Supportive	o Afraid
o Withdrawn	o Growing	o Attached	o Detached
o Cold	o Alive	o Content	o Prideful
o Unforgiving	o Willing to change	o Overlook flaws	o Growing apart
Column 1 Total	Column 2 Total	Column 3 Total	Column 4 Total



Now that you've taken the survey, what does it all mean? Each letter (L,O,G,B) stands for a particular personality type. The column with the highest score is your dominant personality type, while the column with the second highest number is your sub-dominant type. While you are a combination of all four personality types, the two types with the highest scores reveal the most accurate picture of your natural inclinations, strengths, and weaknesses, and how you will naturally respond in most situations.

The four personality types can be likened to animals to make them easier to understand and remember. On the following pages are the complete descriptions of each one.



L=Lions

Lions are leaders. They are usually the bosses at work....or at least they think they are! They are decisive, bottom line folks who are observers, not watchers or listeners. They love to solve problems. They are usually individualists who love to seek new adventures and opportunities.

Lions are very confident and self-reliant. In a group setting, if no one else instantly takes charge, the Lion will. Unfortunately, if they don't learn how to tone down their aggressiveness, their natural dominating traits can cause problems with others. Most entrepreneurs are strong lions, or at least have a lot of lion in them.

Natural Strengths	Natural Weaknesses
Decisive	Impatient
Goal-Oriented	Blunt
Achievement driven	Poor Listener
Gets Results	Impulsive
Independent	Demanding
Risk-taker	May view projects more important than people
Takes charge	Can be insensitive to the feelings of others
Self-starter	May "run over" others who are slower to act or speak
Persistent	Fears inactivity, relaxation
Efficient	Quickly bored by routine or mechanics
Competitive	
Enjoys challenges, variety, and change	
Driven to complete projects quickly and effectively	

Basic Disposition: Fast paced, task oriented

Motivated by: Results; challenge, action, power, and credit for achievement

Time Management: Lions focus on NOW in instead of distant future. They get a lot more done in a lot

less time than their peers. Hate wasting time; and like to get right to the point.

Communication Style: Great at initiating communication; not good at listening (one-way

communicator)

Decision Making: Impulsive; makes quick decisions with goal or end result in mind. Results-focused. Needs very few facts to make a decision.

In Pressure or Tense Situations: The lion takes *command* and becomes autocratic.

Greatest Needs: The lion needs to see results, experience variety, and face new challenges. He needs to solve problems and wants *direct* results.

What the Lion Desires: Freedom, authority, variety, difficult assignments, opportunity for advancement.



O=Otters

Otters are excitable, fun seeking, cheerleader types who love to talk! They're great at motivating others and need to be in an environment where they can talk and have a vote on major decisions. The otters' outgoing nature makes them great *networkers* – they usually know a lot of people who know a lot of people. They can be very loving and encouraging unless under pressure, when they tend to use their verbal skills to attack. They have a strong desire to be liked and enjoy being the center of attention. They are often very attentive to style, clothes, and *flash*. Otters are the life of any party; and most people really enjoy being around them.

Natural Strengths	Natural Weaknesses
Enthusiastic	Unrealistic
Optimistic	Not detail-oriented
Good Communicator	Disorganized
Emotional and Passionate	Impulsive
Motivational and Inspirational	Listens to feelings above logic
Outgoing	Reactive
Personal	Can be too talkative
Dramatic	Excitable
Fun-loving	

Basic Disposition: Fast paced. People-oriented. **Motivated by:** Recognition and approval of others.

Time Management: Otters focus on the future and have a tendency to rush to the next exciting thing. **Communication Style:** Enthusiastic and stimulating, often one-way; but can inspire and motivate others.

Decision Making: Intuitive and fast. Makes lots of "right calls" and lots of wrong ones.

In Pressure or Tense Situations: The otter ATTACKS. Can be more concerned about their popularity than about achieving tangible results.

Greatest Needs: The otter needs social activities and recognition; activities that are fun, and freedom from details.

What the Otter Desires: Prestige, friendly relationships, opportunity to help and motivate others, and opportunities to verbally share their ideas.





G=Golden Retrievers

One word describes these people: LOYAL. They are so loyal, in fact, that they can absorb the most emotional pain and punishment in a relationship and still stay committed. They are great listeners, incredibly empathetic and warm encouragers. However, they tend to be such pleasers that they can have great difficulty being assertive in a situations or relationship when it's needed.

Natural Strengths	Natural Weaknesses
Patient	Indecisive
Easy-going	Over-accommodating
Team player	May sacrifice results for the sake of harmony
Stable	Slow to initiate
Empathetic	Avoids confrontation even when needed
Compassionate	Tends to hold grudges and remember hurts inflicted by others
Sensitive to feelings of others	Fears change
Tremendously loyal	
Puts people above projects	
Dependable	
Reliable	
Supportive	
Agreeable	

Basic Disposition: Slow paced. People-oriented.

Motivated by: Desire for good relationships and appreciation of others.

Time Management: Golden Retrievers focus on the present and devote lots of time to helping others

and building relationships.

Communication Style: Two-way communicator; great listener and provides empathetic response.

Decision Making: Makes decisions more slowly, wants input from others, and often yields to the input.

In Pressure or Tense Situations: The Golden Retriever needs security; gives in the opinions, ideas, and wishes of others. Often too tolerant.

Greatest Needs: The Golden Retriever needs security; gradual change and time to adjust to it; an environment free of conflict.

What the Golden Retriver Desires: Quality relationships; security; consistent known environment; a relaxed and friendly environment; freedom to work at own pace.





B= Beavers

Beavers have a strong need to do things right and *by the book*. In fact, they are the kind of people who actually read the instruction manuals. They are great at providing quality control in an office, and will provide quality control in any situation or field that demands accuracy, such as accounting, engineering, etc. Because rules, consistency and high standards are so important to beavers, they are often frustrated with others who do not share these same characteristics. Their strong need for maintaining high (and oftentimes unrealistic) standards can short-circuit their ability to express warmth in a relationship.

Natural Strengths	Natural Weaknesses
Accurate	Too hard on self
Analytical	Too critical of others
Detail-oriented	Perfectionist
Thoroughness	Overly cautious
Industrious	Won't make decisions without "all" the facts
Orderly	Too picky
Methodical and exhaustive	Overly sensitive
Intuitive	
Controlled	

Basic Disposition: Slow paced. Task oriented.

Motivated by: The desire to be right and maintain quality.

Time Management: Beavers tend to work slowly to make sure they are accurate.

Communication Style: Beavers are good listeners, communicate details, and are usually diplomatic. **Decision Making:** Avoids making decisions; needs lots of information before they make a decision. **In Pressure or Tense Situations:** The beaver tries to avoid pressure or tense situations. They can ignore deadlines.

Greatest Needs: The beaver needs security, gradual change, and time to adjust to it.

What the Beaver Desires: Clearly defined tasks, stability, security, low risk, and tasks that require precision and planning.



Summary of a Summer Marriage Season

Emotions	Happiness, satisfaction, accomplishments, connection, affection, and feelings of appreciation
Attitudes	Trust, genuine commitment to growth, relaxed
Actions	Communicating constructively, accepting differences, attending seminars, reading books together, growing spiritually
Climate of Relationship	Comfortable, attached, supportive, understanding. In the summer season of marriage, the dreams of spring have come true. Couples enjoy a great deal of satisfaction from their accomplishments. They are resolving conflicts in a positive manner. Having accepted their differences, they are seeking to turn them into assets for their relationship. Husbands and wives have a growing sense of togetherness.



Summary of a Spring Marriage Season

Emotions	Excitement, joy, hope
Attitudes	Anticipation, optimism, gratitude, love, trust
Actions	Nurturing, planning, communicating, seeking help
	when needed
Climate of Relationship	Vital, tender, open, caring.
	Spring is a time of new beginnings. The flowers of
	the relationship are blooming. The streams of
	communication are flowing. There is a sense of
	excitement about life together. Couples are
	excited about their plans. They have great hopes
	for the future. They are planting seeds from which
	they hope to reap a great relationship harvest.



Summary of a Fall Marriage Season

Emotions	Fear, sadness, dejection, apprehension, discouragement, resentment, feelings of being unappreciated
Attitudes	Concern, uncertainty, blaming
Actions	Neglect, failure to face issues, denial
Climate of Relationship	Drifting apart, disengaging. In the fall season, couples sense that something is happening but they're not sure what. There is a sense of detachment. One or both spouses begin to feel neglected. Couples realize there are some issues they are not facing squarely. It seems that they are disengaging emotionally, and each tends to blame the other. If they have lived in the fall season for a while, their friends and family may be recognizing the changes – and be silently concerned.



Summary of a Winter Marriage Season

Emotions	Hurt, anger, disappointment, loneliness, feeling rejected
Attitudes	Negativity, discouragement, frustration,
nttituues	hopelessness
Actions	Destructive, speaking harshly, not speaking,
	violent, controlling, passive aggressive, abusive
Climate of Relationship	Detached, cold, harsh, bitter.
	In the winter season of marriage, couples are
	unwilling to negotiate differences. Conversations
	turn to arguments, or spouses withdraw in
	silence. There is no sense of togetherness. The
	marriage is like two people living in separate
	igloos – a freezing cold environment with little to
	no positive interactions. All interactive outcomes
	turn negative.



The Personalities

Popular Sanguine

Basic Desire: Have Fun

Emotional Needs:

Attention

Affection

Approval

Acceptance

Controls By: Charm

PLAY

Witty . Easygoing . Goal-Oriented

Peaceful Phlegmatic

Basic Desire: Have Peace

Emotional Needs:

Peace and Quiet

Feeling of Worth

Lack of Stress

Respect

Controls By: Procrastination

Powerful Choleric

Basic Desire: Have Control

Emotional Needs:

Loyalty

Sense of Control

Appreciation

Credit for Work

Controls By: Threat of Anger

WORK

Decisive • Organized • Goal-Oriented

Perfect Melancholy

Basic Desire: Have Perfection

Emotional Needs:

Sensitivity

Support

Space

Silence

Controls By: Threat of Moods

ANALYZE Introverted • Pessimistic • Soft-spoken

LEAD

Extroverted • Optimistic • Outspoken



Marital Balance Sheet

POPULAR SANGUINE POWERFUL CHOLERIC THE "ACTIVE" MARRIAGE THE "FUN" MARRIAGE" Assets Liabilities Assets Liabilities Spontaneous Lack of plans Goal-oriented Struggle for and goals control Exciting Clear boundaries Unstable Overcommitted High accomp-Enthusiastic and late Flirtatious lishments Keep marriage No time for fresh Messy Respect each relationship other Flexible No one listens Two careers High energy Compromising Relationship repulling on mains superficial Championing marriage Forgiving causes Fail to put down Marriage a low Play with roots Firm parents priority children Blurred genera-Quick sex Blurring of Creative sex tional boundaries personal and professional Financial matters boundaries lack budgeting, accounting and Shouting retirement contests planning Fear of sharing

THE "RELAXED" MARRIAGE PERFECT MELANCHOLY THE "ORGANIZED" MARRIAGE

Assets Liabilities Assets Liabilities Stable Low accomplish-Neat home Critical ment Danger of mid-Agreeable Long-range life crisis Lack of planning plans Content Financial order Depressed and Kids can take Low pressure brooding over Punctual Satisfied Keep record of Dull Value education Modest wrongs Control is passive-Remember Lack of direction aggressive Reinforce each important dates other's negativity Patient with Lack of Committed to children communication Stuck in routines each other Special-event May be unfaithful Loss of Loving and sex individual identity protective with Repeat maladap-Blurred children tive behaviors generational High expecta-Romantic sex boundaries tions place heavy burden on Fear of conflict relationships

