



At Work Survey

What does this survey tell you exactly? First and foremost, your dominant personality style. What makes you tick. What goes on inside of you. What motivates you to act in a certain way. Incredibly, it also gives us a guideline for what you're hiding from . . . and what you're seeking.

Everyone has a touch of each of these behavioral types. Ideally, you would be a blend of all four styles. They overlap as you respond to different people and different situations. You may act one way in front of your guy friends or girlfriends, and another way in front of your wife, husband or partner.

Add up the totals for each letter.

1. When you talk to other people in your office, are you?

- A. Caring
- B. Animated
- C. Analytical
- D. Decisive

2. Describe your pace as you walk down the hallways:

- A. Always behind the group
- B. Strut your stuff
- C. Silent - no one hears you coming
- D. Walk fast, with determination

3. Are you:

- A. Relationship oriented
- B. Socially oriented
- C. Thought oriented

D. Results oriented

4. What role do you play on a team?

- A. The Nurturer
- B. The Persuader
- C. The Thinker
- D. The Doer

5. When there is conflict on your team, describe your style:

- A. Give in
- B. Conflict is good—bring it on
- C. Attack
- D. Avoid

6. At work, you really like:

- A. Planning company events like the Christmas party and remembering employee's birthdates
- B. Tackling projects that allow you to be creative with no deadlines involved
- C. Thoroughly planning out a project from A to Z and everything in between
- D. Winning

7. At work, when you are given a new project, your approach is:

- A. Listening to what other people say so it is a collaborative effort
- B. Launching headlong with much enthusiasm
- C. Doing all the analysis in a logical manner
- D. Leading a team to the finish line and getting it done now

8. Your work area is:

- A. Very personal, with photos of your family and pictures your kids have drawn
- B. Cluttered but filing is too constrictive and you know where everything is
- C. Bare but functional with everything in its proper place
- D. Clean because you want to know where everything is NOW

9. Your colleagues perceive you as a person:

- A. Who is warm, gentle and supportive
- B. Who is funny, tells great stories and is spontaneous

- C. Who is reliable, cautious and very predictable
- D. Who is competitive, focused and driven

10. Your boss likes you because of:

- A. Your people skills and diplomacy
- B. Your passion and ability to discover unique solutions
- C. Your attention to detail and critical thinking
- D. Your zeal to succeed

11. When you walk into a meeting, you:

- A. Greet everyone, asking about their family & friends
- B. Make an entrance, cracking jokes and telling stories
- C. Are pensive and don't call attention to yourself
- D. Are eager for it to be over - time's a wasting!

12. Your boss gives you a long strategy document to read. You:

- A. Read it and ask other people in the office for their opinions
- B. Skim it, thinking about clever ways to make it better
- C. Read it from cover to cover, taking in all the facts and figures and understanding it in depth
- D. Impatiently read it, getting to the bottom line as quickly as possible

This survey is a snapshot of your behavior at this *moment*. At different times in your life, what drives your behavior could change. For now, let's focus on your *dominant* personality style.

- A's If you scored mostly As:
You are a **Peacemaker** who may be playing Mother May I.
- B's If you scored mostly Bs:
You are an **Achiever** who may be playing Simon Says.
- C's If you scored mostly Cs:
You are an **Innovator** who may be playing Tag.
- D's If you scored mostly Ds:
You are a **Fact Finder** who may be a Puzzle Player.

For more information about A New Fearless You, contact Evonne Weinhaus at 314-872-3020, email evonne@anewfearlessyou.com, or go to the website at www.anewfearlessyou.com.