

M L		FOCUS: Work <input checked="" type="checkbox"/>	Personal <input type="checkbox"/>	M L			
<input type="checkbox"/>	<input type="checkbox"/>	Gentle, kindly	1	<input type="checkbox"/>	<input type="checkbox"/>	Aggressive, challenger, takes action	13
<input type="checkbox"/>	<input type="checkbox"/>	Persuasive, convincing		<input type="checkbox"/>	<input type="checkbox"/>	Life of the party, outgoing, entertaining	
<input type="checkbox"/>	<input type="checkbox"/>	Humble, reserved, modest		<input type="checkbox"/>	<input type="checkbox"/>	Easy mark, easily taken advantage of	
<input type="checkbox"/>	<input type="checkbox"/>	Original, inventive, individualistic		<input type="checkbox"/>	<input type="checkbox"/>	Fearful, afraid	
<input type="checkbox"/>	<input type="checkbox"/>	Attractive, charming, attracts others	2	<input type="checkbox"/>	<input type="checkbox"/>	Cautious, wary, careful	14
<input type="checkbox"/>	<input type="checkbox"/>	Cooperative, agreeable		<input type="checkbox"/>	<input type="checkbox"/>	Determined, decided, unwavering, stand firm	
<input type="checkbox"/>	<input type="checkbox"/>	Stubborn, unyielding		<input type="checkbox"/>	<input type="checkbox"/>	Convincing, assuring	
<input type="checkbox"/>	<input type="checkbox"/>	Sweet, pleasing		<input type="checkbox"/>	<input type="checkbox"/>	Good-natured, pleasant	
<input type="checkbox"/>	<input type="checkbox"/>	Easily lead, follower	3	<input type="checkbox"/>	<input type="checkbox"/>	Willing, go along with	15
<input type="checkbox"/>	<input type="checkbox"/>	Bold, daring		<input type="checkbox"/>	<input type="checkbox"/>	Eager, anxious	
<input type="checkbox"/>	<input type="checkbox"/>	Loyal, faithful, devoted		<input type="checkbox"/>	<input type="checkbox"/>	Agreeable, consenting	
<input type="checkbox"/>	<input type="checkbox"/>	Charming, delightful		<input type="checkbox"/>	<input type="checkbox"/>	High-spirited, lively, enthusiastic	
<input type="checkbox"/>	<input type="checkbox"/>	Open-minded	4	<input type="checkbox"/>	<input type="checkbox"/>	Confident, believes in self, assured	16
<input type="checkbox"/>	<input type="checkbox"/>	Obliging, helpful		<input type="checkbox"/>	<input type="checkbox"/>	Sympathetic, compassionate, understanding	
<input type="checkbox"/>	<input type="checkbox"/>	Willpower, strong-willed		<input type="checkbox"/>	<input type="checkbox"/>	Tolerant	
<input type="checkbox"/>	<input type="checkbox"/>	Cheerful, joyful		<input type="checkbox"/>	<input type="checkbox"/>	Assertive, aggressive	
<input type="checkbox"/>	<input type="checkbox"/>	Jovial, joking	5	<input type="checkbox"/>	<input type="checkbox"/>	Well-disciplined, self-controlled	17
<input type="checkbox"/>	<input type="checkbox"/>	Precise, exact		<input type="checkbox"/>	<input type="checkbox"/>	Generous, willing to share	
<input type="checkbox"/>	<input type="checkbox"/>	Nervy, gutsy, brazen		<input type="checkbox"/>	<input type="checkbox"/>	Animated, uses gestures for expression	
<input type="checkbox"/>	<input type="checkbox"/>	Even-tempered, calm, not easily excited		<input type="checkbox"/>	<input type="checkbox"/>	Persistent, unrelenting, refuses to quite	
<input type="checkbox"/>	<input type="checkbox"/>	Competitive, seeking to win	6	<input type="checkbox"/>	<input type="checkbox"/>	Admirable, deserving of praise	18
<input type="checkbox"/>	<input type="checkbox"/>	Considerate, caring, thoughtful		<input type="checkbox"/>	<input type="checkbox"/>	Kind, willing to give or help	
<input type="checkbox"/>	<input type="checkbox"/>	Outgoing, fun-loving, socially striving		<input type="checkbox"/>	<input type="checkbox"/>	Resigned, gives in	
<input type="checkbox"/>	<input type="checkbox"/>	Harmonious, agreeable		<input type="checkbox"/>	<input type="checkbox"/>	Force of character, powerful	
<input type="checkbox"/>	<input type="checkbox"/>	Fussy, hard to please	7	<input type="checkbox"/>	<input type="checkbox"/>	Respectful, shows respect	19
<input type="checkbox"/>	<input type="checkbox"/>	Obedient, will do as told, dutiful		<input type="checkbox"/>	<input type="checkbox"/>	Pioneering, exploring, enterprising	
<input type="checkbox"/>	<input type="checkbox"/>	Unconquerable, determined		<input type="checkbox"/>	<input type="checkbox"/>	Optimistic, positive view	
<input type="checkbox"/>	<input type="checkbox"/>	Playful, frisky, full of fun		<input type="checkbox"/>	<input type="checkbox"/>	Accommodating, willing to please, ready to help	
<input type="checkbox"/>	<input type="checkbox"/>	Brave, unafraid, courageous	8	<input type="checkbox"/>	<input type="checkbox"/>	Argumentative, confronting	20
<input type="checkbox"/>	<input type="checkbox"/>	Inspiring, stimulating, motivating		<input type="checkbox"/>	<input type="checkbox"/>	Adaptable, flexible	
<input type="checkbox"/>	<input type="checkbox"/>	Submissive, yielding, gives in		<input type="checkbox"/>	<input type="checkbox"/>	Nonchalant, casually indifferent	
<input type="checkbox"/>	<input type="checkbox"/>	Timid, shy, quiet		<input type="checkbox"/>	<input type="checkbox"/>	Light-hearted, carefree	
<input type="checkbox"/>	<input type="checkbox"/>	Sociable, enjoys the company of others	9	<input type="checkbox"/>	<input type="checkbox"/>	Trusting, faith in others	21
<input type="checkbox"/>	<input type="checkbox"/>	Patient, steady, tolerant		<input type="checkbox"/>	<input type="checkbox"/>	Contented, satisfied	
<input type="checkbox"/>	<input type="checkbox"/>	Self-reliant, independent		<input type="checkbox"/>	<input type="checkbox"/>	Positive, admitting no doubt	
<input type="checkbox"/>	<input type="checkbox"/>	Soft-spoken, mild, reserved		<input type="checkbox"/>	<input type="checkbox"/>	Peaceful, tranquil	
<input type="checkbox"/>	<input type="checkbox"/>	Adventurous, willing to take chances	10	<input type="checkbox"/>	<input type="checkbox"/>	Good mixer, likes being with others	22
<input type="checkbox"/>	<input type="checkbox"/>	Receptive, open to suggestions		<input type="checkbox"/>	<input type="checkbox"/>	Cultured, educated, knowledgeable	
<input type="checkbox"/>	<input type="checkbox"/>	Cordial, warm, friendly		<input type="checkbox"/>	<input type="checkbox"/>	Vigorous, energetic	
<input type="checkbox"/>	<input type="checkbox"/>	Moderate, avoids extremes		<input type="checkbox"/>	<input type="checkbox"/>	Lenient, not overly strict, tolerant of others actions	
<input type="checkbox"/>	<input type="checkbox"/>	Talkative, chatty	11	<input type="checkbox"/>	<input type="checkbox"/>	Companionable, easy to be with	23
<input type="checkbox"/>	<input type="checkbox"/>	Controlled, restrained		<input type="checkbox"/>	<input type="checkbox"/>	Accurate, correct	
<input type="checkbox"/>	<input type="checkbox"/>	Conventional, doing it the usual way, customary		<input type="checkbox"/>	<input type="checkbox"/>	Outspoken, speaks freely and boldly	
<input type="checkbox"/>	<input type="checkbox"/>	Decisive, certain, firm in making a decision		<input type="checkbox"/>	<input type="checkbox"/>	Restrained, reserved, controlled	
<input type="checkbox"/>	<input type="checkbox"/>	Polished, smooth talker	12	<input type="checkbox"/>	<input type="checkbox"/>	Restless, unable to rest or relax	24
<input type="checkbox"/>	<input type="checkbox"/>	Daring, risk-taker		<input type="checkbox"/>	<input type="checkbox"/>	Neighbourly, friendly	
<input type="checkbox"/>	<input type="checkbox"/>	Diplomatic, tactful to people		<input type="checkbox"/>	<input type="checkbox"/>	Popular, liked by many or most people	
<input type="checkbox"/>	<input type="checkbox"/>	Satisfied, content, pleased		<input type="checkbox"/>	<input type="checkbox"/>	Orderly, neat, organised	

Directions

On the next page you will see 24 boxes of words. Each box contains 4 lines of words. For each box select the line of words that most describes you and place a tick in the MOST column of that line. Then, select the line of words that least describes you and place a tick in the LEAST column of that line. Repeat this process for the remaining 23 boxes.

- While you are responding to the 24 boxes, keep your focus on the descriptions that apply to yourself in the workplace or home, but not both.
- Be honest with yourself!
- Go with your “gut” instinct – don’t over analyse.
- Select only **one (1) Most** and **one (1) Least** that best describes you. Place one tick under the “**M**” Most column and one tick under the “**L**” Least column.
- You should have no more than 10 minutes to complete the instrument and it should be done in one uninterrupted sitting.

Refer to the example below before proceeding:

Select only **ONE (1) Most**
And **ONE (1) Least**

Example

X	<input type="checkbox"/>	Gentle, kindly	1
<input type="checkbox"/>	<input type="checkbox"/>	Persuasive, convincing	
<input type="checkbox"/>	X	Humble, reserved, modest	
<input type="checkbox"/>	<input type="checkbox"/>	Original, inventive, individualistic	