

Precise Personality Analysis

We will start the precise analysis by determining your *emotional nature* by choosing *ONE* of the following four primary emotions that you express the Most daily, especially when distressed; this is your strongest emotion. Next choose the *one or more* emotions that you express the Least daily; these are your weak emotions that are rarely expressed. Those that are left blank are your moderate emotions that are used some of the time.

- Most Least **Fear** (or *caution* in its more prevalent, milder form).
- Most Least **Anger** (or *annoyance* in its more prevalent, milder form).
- Most Least **Sorrow** (or *concern* in its more prevalent, milder form).
- Most Least **Joy** (or *cheerfulness* in its more prevalent, milder form).

You should only have one Most checked off above and one or more Least; if you can't decide which most you are among two, think of the emotion you express when "stressed out". Once decided, label the strongest as 1 Most and the second strongest as 2 Most. Now let's correlate this understanding of your emotional nature with your *rational nature*.

To help determine your *rational nature*, choose *only one* of the following styles that you feel you use the Most daily, especially when distressed; also choose the *one or more* styles that you use the Least daily. You can determine this by selecting *the style purposes* that you use the most and least throughout the day. Those left blank are moderate styles.

- Most Least *Analyzer Style* – "**to unerringly proceed**"
sometimes referred to as the *perfectionist* style.
- Most Least *Director Style* – "**to attain results**"
sometimes referred to as the *get-it-done* style.
- Most Least *Relator Style* – "**to nurture/maintain relationships**"
sometimes referred to as the *caring/nurturing* style.
- Most Least *Socializer Style* – "**to attract others**"
sometimes referred to as the *fun-loving* style.

You should only have one Most checked off above and one or more Least; if you can't decide which most you are among two, think of the purpose you attain when "stressed out". Once decided, label the strongest as 1 Most and the second strongest as 2 Most.

To "proof" your selections above, consider the symbiotic relationship between the rational style and its symbiotic emotion. Fear pairs off with the analyzer style, anger pairs off with the director style, sorrow pairs off with the relator style and joy pairs off with the socializer style. Thus, if you chose Most for anger and Most for the director style above, you've proofed them as your strongest emotion and style. If you have a second strong style, this proofing also applies and thus, your 2 Most emotion should proof with your 2 Most rational style. Your weak Least emotions and weak Least rational styles should also proof. If your most and least choices *all* pair up and proof out, you know the strong and weak aspects of your genetic nature. If your most and least choices did not all pair up, you might want to continue with the analysis below.

Since each rational style has *three* unique **Motivation Attributes**, we can use them to proof the strong and weak styles identified above. The six sets of opposing motivations are listed below. To do your proofs first check off the motivations that you use the Most daily (especially when distressed). Second, choose the motivations that you express the Least daily; these are your weak motivations that are rarely used. Those that are left blank are your moderate motivations, which are used as needed.

- Most Least **Pain/Loss** – "I avoid pain or loss"
- Most Least **Pleasure/Gain** – "I seek pleasure or gain"
- Most Least **Necessities** – "I do what have to do"
- Most Least **Possibilities** – "I do what seems gratifying"
- Most Least **Incongruity** – "rain on my parade"
- Most Least **Congruity** – "sunshine in my day"
- Most Least **Self-directed** – "I trust my opinions"
- Most Least **Others-directed** – "I trust the opinions of others"
- Most Least **Self-concerned** – "my needs are crucial"
- Most Least **Others-concerned** – "others needs are crucial"
- Most Least **Decisive** – "I get results"
- Most Least **Indecisive** – "I avoid making decisions"

If you are strongest in a style you should have its three motivations checked off as Most above. To determine this, compare your Most responses above with the following table. If the three Most motivations match your strongest style then you have proofed that style strength; if they did not proof out you may need to rethink your responses. If you are weak in a style you should have its three motivations checked off as Weak above. To determine this, compare your Least responses above with the following table. If the Least motivations match your weak styles then you have proofed that weak style strength; if they did not proof out you may need to rethink your responses. The responses left blank are your moderate motivations and should match your moderate styles.

Analyzer	Socializer	Director	Relator
Necessities "doing what seems proper"	Possibilities "doing what's gratifying"	Self-Directed "my beliefs are correct"	Others-Directed "others beliefs are more important"
Incongruity "noticing what's out of place"	Congruity "noticing what's similar"	Self-Concerned "my needs are important"	Others-Concerned "other's needs are more important"
Pain/Loss "we avoid pain/loss"	Pleasure/Gain "we seek pleasure/gain"	Decisive "I get results"	Indecisive "I avoid making decisions"

Once you feel that your findings above are accurate, you can summarize your style strengths below. As you will find in Appendix B, there are strong style patterns and moderate style patterns. Strong patterns have one strongest style and three moderate-to-weak styles. Moderate patterns have two moderately strong styles (but only one *strongest* style) and two moderately weak styles.

Final Decision on Personality Strengths:

If you feel that you have a **STRONG** rational style pattern (**one strong style**), summarize your overall findings below. If known, indicate your weakest style.

- Analyzer* style: Strongest Moderate Weak Weakest
- Director* style: Strongest Moderate Weak Weakest
- Relator* style: Strongest Moderate Weak Weakest
- Socializer* style: Strongest Moderate Weak Weakest

If you feel that you have a **MODERATE** rational style pattern (**two strong styles with one strongest**), summarize your overall findings below. If known, also indicate your weakest style.

- Analyzer* style: Strongest Strong Moderately Weak Weakest
- Director* style: Strongest Strong Moderately Weak Weakest
- Relator* style: Strongest Strong Moderately Weak Weakest
- Socializer* style: Strongest Strong Moderately Weak Weakest

Practice: Dr. _____

Name: _____ Date: _____

Position: Doctor, Team Coordinator, TC, Receptionist, Bookkeeper, INS. Sec.,
 Chairside DA, Records Tech Sterilization Tech, Lab Tech