



# Personality INSIGHTS Style Analysis

MALE  
 FEMALE

M  L Kind, softhearted, sweet  
 M  L Influencing, convincing  
 M  L Unassuming, composed, self-controlled  
 M  L Independent, resourceful, one-of-a-kind

NAME \_\_\_\_\_

INSTRUCTIONS: Read carefully each group of 4 phrases. Circle the "M" by the phrase that **MOST** describes you. Then circle the "L" by the phrase that **LEAST** describes you. Remember only **ONE MOST** and only **ONE LEAST** for each group. - See the example above before starting

<p>M L Kind, softhearted, sweet  M L Influencing, convincing  M L Unassuming, composed, self-controlled  M L Independent, resourceful, one-of-a-kind</p>	1	<p>M L Enjoys competition, persistent, entrepreneur  M L Life of the party, entertaining, draws attention  M L Vulnerable, gullible, easily influenced  M L Anxious, apprehensive, hesitant</p>	13
<p>M L Likeable, fascinating, fun  M L Reasonable, fair  M L Willful, firm, decision-maker  M L Supportive, pleasant, warm</p>	2	<p>M L Watchful, cautious, weighs risks  M L Ambitious, decisive, takes charge  M L Wholeheartedly convinced, talks others into  M L Comfortable, good-natured, welcoming</p>	14
<p>M L Observant, careful  M L Brave, unafraid, likes a challenge  M L Faithful, steadfast  M L Appealing, refreshing, lively</p>	3	<p>M L Ready to help, goes along with, trusting  M L Easily excited, high strung  M L Compliant, follows rules, not argumentative  M L Vibrant, enterprising, energetic</p>	15
<p>M L Objective, balanced, open-minded  M L Willing to help, thoughtful  M L Determined, unbending, stubborn  M L Lighthearted, upbeat</p>	4	<p>M L Self-assured, positive, optimistic  M L Kindhearted, sentimental, responsive  M L Evaluating, examining, questioning  M L Assertive, forceful, alert</p>	16
<p>M L Humorous, funny  M L Specific, exact, correct  M L Gutsy, daring, bold  M L Relaxed, content, not excitable</p>	5	<p>M L Self-disciplined, controlled, methodical  M L Unselfish, concerned for others  M L Demonstrates feelings and emotions outwardly  M L Committed, not easily defeated nor discouraged</p>	17
<p>M L Aggressive, driven, wants to win  M L Accommodating, considers others, caring  M L Excitable, fun-seeking  M L Conforming, cooperative</p>	6	<p>M L Commendable, desires recognition  M L Pleasing, sharing, gracious  M L Selective, chooses carefully  M L Emphatic, insistent, demanding</p>	18
<p>M L Particular, choosy  M L Devoted, loyal, attends to duties  M L Tough-minded, unyielding, purposeful  M L Animated, fun-loving, joking</p>	7	<p>M L Formal, shows proper respect, restrained  M L Innovative, pioneering, tries new things  M L Happy, expects good things to happen  M L Harmonious, obliging, helpful</p>	19
<p>M L Confident, courageous, fearless  M L Inspiring, influential, enthusiastic  M L Does not resist, submits easily  M L Avoids attention, modest</p>	8	<p>M L Confronting, challenging  M L Adjustable, able to change  M L Unruffled, indifferent, casual  M L Cheerful, unworried, playful</p>	20
<p>M L Outgoing, makes friends easily  M L Patient, lenient, shows mercy, stable  M L Self-sufficient, goal achieving  M L Private, subdued, appropriate</p>	9	<p>M L Believes in others, open, trustful  M L At peace, pleased, satisfied  M L Unquestionable confidence, certain  M L Even-tempered, level-headed, unhurried</p>	21
<p>M L Risk-taking, thrill-seeking, daring  M L Teachable, willing to be convinced  M L Sociable, big-hearted, personable  M L Agreeable, easygoing, not extreme</p>	10	<p>M L Compatible, enjoys people, popular  M L Informed, refined, perceptive  M L Dynamic, powerful, spirited  M L Tolerant, compassionate, merciful</p>	22
<p>M L Expressive, likes to talk  M L Moderate, easily swayed  M L Follows routine, decides carefully  M L Self-confident, makes decisions quickly and easily</p>	11	<p>M L Fun to be with, sociable  M L Precise, factual, accurate  M L Direct, speaks frankly  M L Quiet, soft-spoken, reserved</p>	23
<p>M L Persuasive, smooth, at ease with people  M L Adventurous, unflinching  M L Courteous, respectful, tactful  M L Contented, easily pleased</p>	12	<p>M L Restless, fidgety, easily bored  M L Peaceable, helps others, friendly  M L Well-liked, impulsive, charming  M L Systematic, tidy, attentive to details</p>	24