

*Directions: Starting with the first category-Values- carefully read the sentence and the four possible endings. Compare each ending to the other three. Then determine how much each ending describes you. Put the endings in order. Write a 4 beside the one that is most like you, a 3 beside the one that is next most like you, a 2 beside the one that is next, and a 1 beside the one that is least like you. Repeat this step until all ten categories have been scored. Note: there can be no ties; **put a number from 1 to 4 beside each letter.***

1. Values

These things are important to me:

- _____ A. Intelligence, new ideas, and competence
- _____ B. Competition, challenges, and taking risks
- _____ C. Organization, wealth, and structure
- _____ D. Feelings, peace, and people

2. Motivation

I am motivated by:

- _____ E. Action, contests, and crisis
- _____ F. Being in charge, organization, and being useful
- _____ G. Being true to myself, harmony, and personal attention
- _____ H. Learning, tough problems to solve, and new ideas

3. Communication

I like conversions to be:

- _____ A. Well-thought out, logical, and full of fact
- _____ B. Lively, bold, and straightforward
- _____ C. Proper, controlled, and on topic
- _____ D. Free of conflict, open, and sincere

4. Work

When thinking about work I have to do:

- _____ E. I'd rather get it over with so I can go play
- _____ F. It always comes before play, even if I must work overtime
- _____ G. I prefer to do it with others in a pleasant environment
- _____ H. If it is interesting, I could do it all day and night

5. Supervision

As a leader, I:

- _____ A. Enjoy improving products and procedures
- _____ B. Make things happen in a flash
- _____ C. Establish rules, stability, and order
- _____ D. Like harmony and cooperation

6. Recreation

When I want to have fun and enjoy myself:

- _____ E. I get out, cut loose, and do some pretty wild things
- _____ F. I like my activities to be organized and have a goal
- _____ G. It doesn't matter what I do as long as it is with loved ones
- _____ H. I work on hobbies or try to increase my knowledge

7. Childhood

As a child under the age of 12, I was:

- _____ A. Curious and did things that weren't typical of children my age
- _____ B. Noisy, energetic, and did what I wanted, when I wanted
- _____ C. Well-mannered, did my chores, and followed the rules
- _____ D. Very sensitive and loved to pretend with my friends

8. Youth

As a teenager, I:

- _____ E. Stayed close to the action and always pushed the limits
- _____ F. Studied hard and joined well-known groups and clubs
- _____ G. Spent a lot of time building and maintaining relationships
- _____ H. Did my own thing, even when it wasn't very popular

9. Education

I learn best when I am:

- _____ A. Figuring things out on my own with good resources nearby
- _____ B. Entertained and involved in energetic learning activities
- _____ C. Given an outline and taught in a step-by-step manner
- _____ D. Free to work creatively in small, supportive groups

10. Love

In relationships with my friends, I provide:

- _____ E. Energy, excitement, and adventure
- _____ F. Security, order, and consistency
- _____ G. Kindness, devotion, and communication
- _____ H. Knowledge, reason, and composure

Directions: Add up all your As, Bs, Cs, etc., through Es. Then add D + G, C+F, etc. as shown below.

| Column 1 | Column 2 |
|----------|----------|
| D | G |
| C | F |
| A | H |
| B | E |

| | Color |
|--------|--------|
| D+ G = | Blue |
| C+F = | Gold |
| A+H = | Green |
| B+E = | Orange |

1st Your highest or brightest color (Primary): Green

2nd Your next highest color (Secondary): Gold

3rd Your next highest color (Tertiary): Blue

4th Your lowest or dimmest color (Quaternary): Orange

