

PERSONALITY PROFILE TEST

Now it's time to discover your own personality type – your own "color". Perhaps you will learn things about yourself that you were not aware of, or find out why you have certain tendencies or reactions you could never understand. You will probably be able to identify the colors of your acquaintances as well. This will help you to understand them better, and point the way to more meaningful relationships.

In taking your Personality Profile Test, be as honest as you can. There's no point in deceiving yourself about who you really are. Dishonesty will only limit your knowledge of yourself and taint your relationships with others.

Here are some other suggestions that will make taking the test easier and will make your answers more accurate:

1. At first, mark the choices that come to you most readily. Skip the more difficult questions, but return to them later.

2. Do not hesitate to ask others for feedback – especially people who may not agree with you. Their opinions can help you balance your self-assessment.

3. Strive to choose answers which are most often typical of your thoughts and/or actions. Subconsciously, you may want to avoid identifying – or facing – the real you, but tough it out. Don't cheat yourself by prettying things up. The potential rewards for honesty is too great.

Now, enjoy the test. You are about to determine your true color.

THE HARTMAN PERSONALITY PROFILE

Directions: Mark an 'X' by the one word or phrase that best describes what you are like *most of the time*. Choose only one response from each group. After you've finished question 30, total your scores for each letter.

PERSONALITY STRENGTHS AND LIMITATIONS

- | | | | |
|-----|--|-----|--|
| 1. | a) ☐ opinionated
b) ☐ nurturing
c) ☐ inventive
d) ☒ outgoing | 2. | a) ☐ power-oriented
b) ☐ perfectionist
c) ☐ indecisive
d) ☒ self-centered |
| 3. | a) ☒ dominant
b) ☐ sympathetic
c) ☐ tolerant
d) ☐ enthusiastic | 4. | a) ☐ self-serving
b) ☒ suspicious
c) ☐ unsure
d) ☐ naïve |
| 5. | a) ☐ decisive
b) ☐ loyal
c) ☐ contented
d) ☒ playful | 6. | a) ☐ arrogant
b) ☐ worry prone
c) ☒ silently stubborn
d) ☐ flighty |
| 7. | a) ☐ assertive
b) ☐ reliable
c) ☒ kind
d) ☒ sociable | 8. | a) ☐ bossy
b) ☒ self-critical
c) ☐ reluctant
d) ☐ a teaser |
| 9. | a) ☐ action-oriented
b) ☐ analytical
c) ☒ easygoing
d) ☐ carefree | 10. | a) ☐ critical of others
b) ☒ overly sensitive
c) ☐ shy
d) ☐ obnoxious |
| 11. | a) ☐ determined
b) ☐ detail conscious
c) ☒ a good listener
d) ☐ a party person | 12. | a) ☒ demanding
b) ☐ unforgiving
c) ☐ unmotivated
d) ☐ vain |
| 13. | a) ☒ responsible
b) ☐ idealistic
c) ☐ considerate
d) ☐ happy | 14. | a) ☐ impatient
b) ☒ moody
c) ☐ passive
d) ☐ impulsive |
| 15. | a) ☐ strong-willed
b) ☒ respectful
c) ☐ patient
d) ☐ fun-loving | 16. | a) ☐ argumentative
b) ☒ unrealistic
c) ☐ directionless
d) ☐ an interrupter |
| 17. | a) ☒ independent
b) ☐ dependable
c) ☐ even-tempered
d) ☐ trusting | 18. | a) ☐ aggressive
b) ☒ frequently depressed
c) ☐ ambivalent
d) ☐ forgetful |

19.

- a) ☐ powerful
b) ☐ deliberate
c) ☒ gentle
d) ☐ optimistic

21.

- a) ☐ logical
b) ☒ emotional
c) ☐ agreeable
d) ☐ popular

23.

- a) ☐ pragmatic
b) ☒ well-behaved
c) ☐ accepting
d) ☐ spontaneous

25.

- a) ☐ task-oriented
b) ☒ sincere
c) ☐ diplomatic
d) ☐ lively

27.

- a) ☐ direct
b) ☐ creative
c) ☐ adaptable
d) ☒ a performer

29.

- a) ☐ confident
b) ☒ disciplined
c) ☐ pleasant
d) ☐ charismatic

20.

- a) ☐ insensitive
b) ☐ judgmental
c) ☒ boring
d) ☐ undisciplined

22.

- a) ☐ always right
b) ☐ guilt prone
c) ☒ unenthusiastic
d) ☐ uncommitted

24.

- a) ☐ merciless
b) ☒ thoughtful
c) ☐ uninvolved
d) ☐ a show-off

26.

- a) ☐ tactless
b) ☐ hard to please
c) ☒ lazy
d) ☐ loud

28.

- a) ☐ calculating
b) ☐ self-righteous
c) ☒ self-deprecating
d) ☐ disorganized

30.

- a) ☐ intimidating
b) ☐ careful
c) ☐ unproductive
d) ☒ afraid to face facts

4 Total a's 12 Total b's 6 Total c's 6 Total d's

Enter your totals in the proper spaces. Now let's see if you respond the same way to the following situations as you did to groups of descriptive words. Again, pick only one answer, and record your totals for each at the end of the section.

SITUATIONS

31. If I applied for a job, a prospective employer would most likely hire me because I am:

- a) Driven, direct, and delegating
b) Deliberate, accurate, and reliable
c) Patient, adaptable, and tactful
d) ☒ Fun-loving, spirited, and casual

32. When involved in an intimate relationship, if I feel threatened by my partner, I:

- a) Fight back with facts and anger
b) Cry, feel hurt, and plan revenge
c) ☒ Become quiet, withdrawn, and often hold anger until I blow up over some minor issues later
d) Distance myself and avoid further conflicts

33. For me, life is most meaningful when it:

- a) Is task-oriented and productive
- b) Is filled with people and purpose
- c) Is free of pressure and stress
- d) Allows me to be playful, lighthearted, and optimistic

34. As a child, I was:

- a) Stubborn, bright, and/or aggressive
- b) Well-behaved, caring, and/or depressed
- c) Quiet, easygoing, and/or shy
- d) Too talkative, happy, and/or playful

35. As an adult, I am:

- a) Opinionated, determined, and/or bossy
- b) Responsible, honest, and/or forgiving
- c) Accepting, contented, and/or unmotivated
- d) Charismatic, positive, and/or obnoxious

36. As a parent, I am:

- a) Demanding, quick-tempered, and/or uncompromising
- b) Concerned, sensitive, and/or critical
- c) Permissive, easily persuaded, and/or often overwhelmed
- d) Playful, casual, and/or irresponsible

37. In an argument with a friend, I am most likely to be:

- a) Verbally stubborn about facts
- b) Concerned about others' feelings and principles
- c) Silently stubborn, uncomfortable, and/or confused
- d) Loud, uncomfortable, and/or compromising

38. If my friend was in trouble, I would be:

- a) Protective, resourceful, and recommend solutions
- b) Concerned, empathetic, and loyal – regardless of the problem
- c) Supportive, patient, and a good listener
- d) Nonjudgmental, optimistic, and downplaying the seriousness of the situations

39. When making decisions, I am:

- a) Assertive, articulate, and logical
- b) Deliberate, precise, and cautious
- c) Indecisive, timid, and reluctant
- d) Impulsive, uncommitted, and inconsistent

40. When I fail, I feel:

- a) Silently self-critical, yet verbally stubborn and defensive
- b) Guilty, self-critical, and vulnerable to depression – I dwell on it
- c) Unsettled and fearful, but I keep it to myself
- d) Embarrassed and nervous – seeking to escape the situation

41. If someone crosses me:

- a) I am angered, and cunningly plan ways to get even quickly
- b) I feel deeply hurt and find it almost impossible to forgive completely. Generally, getting even is not enough
- c) I am silently hurt and plan to get even and/or completely avoid the other person
- d) I want to avoid confrontation, consider the situation not important enough to bother with, and/or seek other friends

42. Work is:

- a) A most productive way to spend one's time
- b) A healthy activity, which should be done right if it's to be done at all. Work should be done before one plays
- c) A positive activity as long as it is something I enjoy and don't feel pressured to accomplish
- d) A necessary evil, much less inviting than play

43. In social situations, I am most often:

- a) Feared by others
- b) Admired by others
- c) Protected by others
- d) Envid by others

44. In a relationship, I am most concerned with being:

- a) Approved of and right
- b) Understood, appreciated, and intimate
- c) Respected, tolerant, and peaceful
- d) Praised, having fun, and feeling free

45. To feel alive and positive, I seek:

- a) Adventure, leadership, and lots of action
- b) Security, creativity, and purpose
- c) Acceptance and safety
- d) Excitement, playful productivity, and the company of others

Total a's 3 Total b's 6 Total c's 5 Total d's 1

Now add your totals from numbers 1-30 to those from numbers 31-45 to get grand totals. At this point, the four personality color types are assigned to each of the letters: Red for 'a', Blue for 'b', White for 'c', and Yellow for 'd'.

GRAND TOTALS

Red (a) 7

Blue (b) 14

White (c) 13

Yellow (d) 7