



The Power of Understanding People

Name _____ Date _____

Below, there are 12 sections, each with 4 statements labeled “a”, “b”, “c”, and “d”. After you read statements a,b,c and d, choose the one that you like the best and put a “1” in the box next to the letter which matches that statement; put a “2” in the box of the statement you like the next best; a “3” in the next and a “4” in the one you like the least.

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- a. Your favorite restaurant or vacation spot
 - b. Family and/or friends
 - c. A new place or situation
 - d. A competitive and/or learning situation

a. b. c. d.

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- a. A well structured company
 - b. A people oriented company
 - c. A creative company
 - d. A fast growing company

a. b. c. d.

-
- a. A job or project that is well organized
 - b. A job or project that benefits others
 - c. A job or project that is different and exciting
 - d. A job or project that is mentally stimulating

a. b. c. d.

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- a. A dependable relationship
 - b. A meaningful relationship
 - c. An exciting relationships
 - d. A respect based relationship

a. b. c. d.

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- a. Rewards based on quality
 - b. Rewards based on teamwork
 - c. Rewards based upon originality of ideas
 - d. Rewards based upon merit and achievement

a. b. c. d.

-
- a. Feeling secure
 - b. Being appreciated
 - c. Something interesting
 - d. Being independent
-

a. b. c. d.

a. A well played ball game				
b. A moving emotional experience	a.	b.	c.	d.
c. A new and different experience				
d. A competitive experience				

a. A task that one can see or touch				
b. A task that makes one feel good	a.	b.	c.	d.
c. A task that calls upon one's imagination				
d. A task that requires logical reasoning				

a. Consistent work				
b. Harmonious work	a.	b.	c.	d.
c. Changing work				
d. Efficient work				

a. Being accurate				
b. Being compassionate	a.	b.	c.	d.
c. Being innovative				
d. Being productive				

a. A meeting to discuss details				
b. A meeting to discuss feelings	a.	b.	c.	d.
c. A meeting to discuss ideas				
d. A meeting to discuss results				

a. Knowing the directions				
b. Working with a great team	a.	b.	c.	d.
c. Discovering something new				
d. Being done with a project				

TOTAL	a	b	c	d
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

When you are through ranking the items, add up all the numbers in the "a" column and total them at the bottom of the column. Then do the same for the "b", "c" and "d" columns. © Copyright 1997, 2004, 2013 the Leadership Difference, Inc.

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