

## Activity 2 - Understanding Self and Others

### Step 1: Self-description

*Tick all descriptors that apply to you or add others as needed.*

What motivates you?

- Results
- Track record
- Acknowledgement
- Recognition
- Harmonious relationships
- Precision
- Accuracy
- Other...

What are your priorities?

- Getting results
- Getting task completed
- Preserving relationships
- Getting details right
- A good process
- Other...

What irritates you?

- Wasting time
- Touchy-feely behaviour
- Behaviour that blocks actions/results
- Boring tasks
- Being alone
- Pushy or aggressive behaviour
- Surprises
- Unpredictability
- Other...

### Step 2: Self-analysis (reverse side)

1. *Tick all words that describe you.*
2. *Add up all your totals for each letter*

## Which animal best DESCRIBES YOU?

The results of this quiz will help you understand how you come across to others, what your communication strengths are and how you can flex your style to relate better to other people.

Tick the boxes next to all the words that describe you, then add the categories

Forceful	L	<input type="checkbox"/>	Cautious	O	<input type="checkbox"/>	Dynamic	M	<input type="checkbox"/>
Business-like	O	<input type="checkbox"/>	Demanding	L	<input type="checkbox"/>	Amiable	H	<input type="checkbox"/>
Patient	H	<input type="checkbox"/>	Emotional	M	<input type="checkbox"/>	Methodical	O	<input type="checkbox"/>
Industrious	O	<input type="checkbox"/>	Decisive	L	<input type="checkbox"/>	Blunt	L	<input type="checkbox"/>
Aggressive	L	<input type="checkbox"/>	Fussy	O	<input type="checkbox"/>	Compliant	H	<input type="checkbox"/>
Spontaneous	M	<input type="checkbox"/>	Impatient	L	<input type="checkbox"/>	Exact	O	<input type="checkbox"/>
Warm	H	<input type="checkbox"/>	Meticulous	O	<input type="checkbox"/>	Outspoken	M	<input type="checkbox"/>
Personable	M	<input type="checkbox"/>	Bossy	L	<input type="checkbox"/>	Excitable	M	<input type="checkbox"/>
Agreeable	H	<input type="checkbox"/>	Considerate	H	<input type="checkbox"/>	Opinionated	L	<input type="checkbox"/>
Serious	O	<input type="checkbox"/>	Independent	L	<input type="checkbox"/>	Critical	O	<input type="checkbox"/>
Probing	L	<input type="checkbox"/>	Passive	H	<input type="checkbox"/>	Steady	H	<input type="checkbox"/>
Respectful	H	<input type="checkbox"/>	Enthusiastic	M	<input type="checkbox"/>	Prudent	O	<input type="checkbox"/>
Analytical	O	<input type="checkbox"/>	Accepting	H	<input type="checkbox"/>	Dominant	L	<input type="checkbox"/>
Provocative	M	<input type="checkbox"/>	Organised	O	<input type="checkbox"/>	Empathic	H	<input type="checkbox"/>
Reserved	H	<input type="checkbox"/>	Relentless	L	<input type="checkbox"/>	Verbose	M	<input type="checkbox"/>
Unemotional	O	<input type="checkbox"/>	Sociable	M	<input type="checkbox"/>	Intense	L	<input type="checkbox"/>
Shy	H	<input type="checkbox"/>	Determined	L	<input type="checkbox"/>	Preoccupied	O	<input type="checkbox"/>
Stimulating	M	<input type="checkbox"/>	Unstructured	M	<input type="checkbox"/>	Relaxed	H	<input type="checkbox"/>
Competitive	L	<input type="checkbox"/>	Precise	O	<input type="checkbox"/>	Restless	M	<input type="checkbox"/>
Unpretentious	M	<input type="checkbox"/>	Dogmatic	L	<input type="checkbox"/>	Secretive	O	<input type="checkbox"/>
Calm	H	<input type="checkbox"/>	Conforming	H	<input type="checkbox"/>	Talkative	M	<input type="checkbox"/>
Objective	O	<input type="checkbox"/>	Impulsive	M	<input type="checkbox"/>	Tough	L	<input type="checkbox"/>
Persuasive	M	<input type="checkbox"/>	Supportive	H	<input type="checkbox"/>	Optimistic	M	<input type="checkbox"/>
Bold	L	<input type="checkbox"/>	Deliberate	O	<input type="checkbox"/>	Loyal	H	<input type="checkbox"/>

Totals: L=

M=

H=

O=