

# THE POWER OF UNDERSTANDING PEOPLE

Name \_\_\_\_\_ Date \_\_\_\_\_

Below, there are 8 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.

- a. A really good restaurant  
 b. Family and/or friends  
 c. A new place or situation  
 d. A competitive and/or learning situation
- a.  b.  c.  d.

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

- a. A job or project that makes sense  
 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.

- a. A good physical relationship  
 b. A meaningful relationship  
 c. New relationships  
 d. Challenging and/or competitive relationships
- a.  b.  c.  d.

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

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

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

- a. Steady work  
 b. Harmonious work  
 c. Changing work  
 d. Efficient work
- a.  b.  c.  d.

**TOTAL** A  B  C  D