



PERSONALITY TEST WORD DEFINITIONS

From Personality Patterns
by Lana Bateman

© COPYRIGHT 1985 LANA BATEMAN

Words reprinted from Florence Littauer by permission, *After Every Wedding Comes a Marriage*, copyright © 1981 by Harvest House Publishers

STRENGTHS

1.
ANIMATED Full of life, lively use of hand, arm, and face gestures.
ADVENTUROUS One who will take on new and daring enterprises with a need to master them.
ANALYTICAL One who is constantly in the process of analyzing people, places, or things.
ADAPTABLE One who easily adapts to any situation.
2.
PERSISTENT Refusing to let go, often insistently repetitive or continuous, can't drop it.
PLAYFUL Full of fun and good humor.
PERSUASIVE One who persuades through logic and fact rather than charm.
PEACEFUL One who seems undisturbed and tranquil and who retreats from any form of strife.
3.
SUBMISSIVE One who easily submits to any other's point of view or desire. This person has little need to assert his own view or opinion.
SELF-SACRIFICING One who constantly sacrifices his own personal well-being for the sake of, or to meet the needs of others.
SOCIAL One who refers to one who sees being with others as an opportunity to have fun and be entertaining. If you are a person who enjoys social gatherings as a challenge or business opportunity then *do not* check this word.
STRONG-WILLED One who is determined to have his own way, and generally feels there is only one right way - his own.
4.
CONSIDERATE One who consistently has regard for the needs and feelings of others.
CONTROLLED One who has emotional feelings but doesn't display them. This person cannot express anger. (If you are a person who may not easily express other emotions, but can express anger, *do not* check this word.)
COMPETITIVE One who turns every situation, happening or game into an arena for competition. This person always plays to win!
CONVINCING This person can convince you of almost anything through the sheer charm of his personality.
5.
REFRESHING One who renews and stimulates or pleasantly lifts the spirits of others.
RESPECTFUL One who treats others with deference, honor and esteem.
RESERVED One who shows virtually no emotion, excitement, or enthusiasm.
RESOURCEFUL One who is able to act quickly and effectively in virtually all situations. This person is always able to come up with the tools or ability to get the job done.
6.
SATISFIED A person who easily accepts any circumstance or situation.
SENSITIVE This person is intensely sensitive to self and others.
SELF-RELIANT An independent person who can fully rely on his own capabilities, judgment and resources.
SPIRITED One who is full of life and excitement and will try almost anything for the fun of it.
7.
PLANNER One who prefers to work out a detailed arrangement beforehand, for the accomplishment of the project or goal. This person much prefers involvement with the planning stages and the finished product rather than the carrying out of the task.
PATIENT One who is unmoved by delay; calm and tolerant.
POSITIVE Characterized by certainty and assurance.
PROMOTER One who can compel others to go along, join or invest through the sheer charm of his own personality.
8.
SURE One who is confident, doesn't hesitate or waver.
SPONTANEOUS One who prefers all of life to be impulsive, unpremeditated activity. This person feels restricted by plans.
SCHEDULED This person is controlled by his schedule and gets very upset if that schedule is interrupted. There is yet another type of person who uses a schedule to stay organized, but is not controlled by the schedule. If the second description is you, do not check this word.
SHY Quiet, doesn't easily instigate conversations or involvement with others.
9.
ORDERLY A person who has a methodical, systematic arrangement of things. Can be obsessively tidy.
OBLIGING Accommodating. One who easily gives in and does things another's way.
OUTSPOKEN One who speaks frankly and without reserve.
OPTIMISTIC This optimist is an almost childlike, dreamer type of optimist.
10.
FRIENDLY This person is a responder to friendliness rather than an initiator. While he seldom starts a conversation, he responds with great warmth and enjoys the exchange.
FAITHFUL Consistently reliable. Steadfast, loyal, and devoted, sometimes beyond reason.

- FUNNY This person has an innate humor that can make virtually any story a funny one and is a remarkable joke-teller. (If you are one who has a *dry humor*, do not check this word.)
- FORCEFUL A commanding personality! One would hesitate to take a stand against this person.
- 11.
- DARING One who is willing to take risks; fearless, bold.
- DELIGHTFUL One who is greatly pleasing, fun to be with.
- DIPLOMATIC One who deals with others both tactfully and sensitively.
- DETAILED A person who prefers working with the minute or in fields that require detail work such as math, research, accounting, carving, art, graphics, etc.
- 12.
- CHEERFUL Consistently in good spirits and promoting cheer.
- CONSISTENT A person who is agreeable, compatible, and non-contradictory on an ongoing basis.
- CULTURED One whose interests involve both intellectual and artistic pursuits, such as theatre, ballet, symphony, etc.
- CONFIDENT One who is self-assured, certain of success.
- 13.
- IDEALISTIC One who visualizes things in an ideal or perfect form, and has a need to measure up to that standard.
- INDEPENDENT One who is self-sufficient, self-supporting, self-confident, and needs virtually no help.
- INOFFENSIVE A person who never causes offense, is pleasant, unobjectionable, harmless.
- INSPIRING One who encourages others to work, join, or be involved. (There is another personality that is deeply inspirational and has a need to bring life-changing results. If you are the latter, do not check this word.)
- 14.
- DEMONSTRATIVE One who openly expresses emotion, especially affection. This person doesn't hesitate to touch others while speaking to them.
- DECISIVE A person with quick, conclusive, decision-making ability.
- DRY HUMOR One who exhibits dry wit, usually one-liners which can be sarcastic, but very humorous.
- DEEP A person who is intense, deeply introspective, and has a distaste for surface conversations and pursuits.
- 15.
- MEDIATOR A person who consistently finds himself in the role of reconciling differences in order to avoid any form of conflict.
- MUSICAL One who either participates in or has an intense appreciation for music. This type of musical would not include those who find it fun to sing or to play an instrument. The latter would be a different personality that enjoys being an entertainer rather than one who is deeply committed to music as an art form.
- MOVER One who is driven by a need to be productive, therefore, finding it difficult to relax.
- MIXES EASILY One who loves a party and can't wait to meet everyone in the room; never meets a stranger.
- 16.
- THOUGHTFUL A considerate person who never forgets special occasions and is quick to make a kind gesture.
- TENACIOUS One who holds on firmly, stubbornly, and won't let go until the goal is accomplished.
- TALKER A person who is constantly talking, generally telling funny stories and entertaining everyone around him. (There is another compulsive talker who is a nervous talker and feels the need to fill the silence in order to make others comfortable. This is not the entertaining compulsive talker we are speaking of here.)
- TOLERANT One who easily accepts the thoughts and ways of others without the need to disagree with or change them.
- 17.
- LISTENER One who always seems willing to listen.
- LOYAL Faithful to a person, ideal, or job. This person is often loyal beyond reason and to his own detriment.
- LEADER A person who is a born leader. This particular leader is driven to lead and finds it difficult to believe anyone else can do the job.
- LIVELY Full of life, vigorous, energetic.
- 18.
- CONTENTED One who is easily satisfied with what he has.
- CHIEF A person who commands leadership.
- CHARTMAKER One who enjoys either graphs, charts, or lists. This type of listmaker is controlled by his list and gets almost depressed if it isn't completely performed. (There is another personality that uses a list just to stay organized. If you are the latter, do not check this word.)
- CUTE Bubbly, precious, diminutive, cutesy.
- 19.
- PERFECTIONIST One who desires perfection, but not necessarily in every area of life.
- PERMISSIVE This person is permissive with employees, friends, and children to avoid conflict.
- PRODUCTIVE One who must constantly be working productively, and finds it difficult to rest.
- POPULAR One who is the life of the party and is therefore much sought after as guest or friend.
- 20.
- BOUNCY A bubbly, lively personality.
- BOLD Fearless, daring, forward.
- BEHAVED One who consistently desires to conduct himself within the realm of that which is proper.
- BALANCED Stable, middle of the road, without extremes.

WEAKNESSES

- 21.
- BRASSY One who is showy, flashy, comes on strongly.
- BOSSY Commanding, domineering, overbearing. (Do not relate this to the raising of children. All mothers *seem* and occasionally *feel* domineering.) Think only of adult relationships.

- BASHFUL One who shrinks from notice, resulting from self-consciousness.
 BLANK A person who shows little facial expression or emotion.
22.
 UNDISCIPLINED A person whose lack of discipline permeates virtually every area of his life.
 UNSYMPATHETIC One who finds it difficult to relate to the problems or hurts of others.
 UNENTHUSIASTIC A person who finds it hard to get excited or feel enthusiasm.
 UNFORGIVING One who has difficulty forgiving or forgetting a hurt or injustice done to them. This individual may find it hard to release a grudge.
23.
 RELUCTANT One who is unwilling to or struggles against getting involved.
 RESENTFUL This person easily feels resentment as a result of real or imagined offenses.
 RESISTANT One who resists any other's way but his own.
 REPETITIOUS This person retells stories and incidents to entertain, without being concerned about having told the story before. This is not a question of forgetfulness but of needing something to say and wanting to entertain.
24.
 FUSSY One who is insistent over petty matters or details, calling for great attention to the trivial.
 FEARFUL One who often experiences feelings of fear, apprehension or anxiousness.
 FORGETFUL This person is forgetful because it isn't fun to remember. His forgetfulness is tied to a lack of discipline. (There is another personality that is more like the absent-minded professor. This person tends to be off in another world and only remembers what *he* considers to be important. If the latter describes you, do not check this word.)
- FRANK One who is straightforward, outspoken, and doesn't mind telling you just what he thinks!
25.
 IMPATIENT A person who finds it difficult to endure irritation or wait patiently.
 INSECURE One who is apprehensive or lacks confidence.
 INDECISIVE This person doesn't like to make decisions at all. (There is another personality that labors long over each decision in order to make the perfect one. If you are the latter, do not check this word.)
 INTERRUPTS This person interrupts because he is afraid of forgetting the wonderful thing he has to say if another is allowed to finish speaking. This person is more of a talker than listener.
26.
 UNPOPULAR A person whose intensity and demand for perfection can push others away.
 UNINVOLVED One who has no desire to become involved in clubs, groups, or people activities.
 UNPREDICTABLE This person may be ecstatic one moment and blue the next, willing to help and then disappear, promising to come and then forgetting when or where.
 UNAFFECTIONATE One who finds it difficult to demonstrate affection openly, whether physical or verbal.
27.
 HEADSTRONG One who insists on having his own way.
 HAPHAZARD One who has no consistent way of doing things.
 HARD TO PLEASE One who sets standards so high that it is difficult for anyone to meet them, including himself.
 HESITANT This person is slow to get moving and hard to get involved.
28.
 PLAIN A middle-of-the-road personality without highs or lows and showing little if any emotion.
 PESSIMISTIC This person, while hoping for the best, generally sees the down side of a situation first.
 PROUD One with great self-esteem who sees himself as always right and the best person for the job.
 PERMISSIVE This personality allows others (including children) to do as they please, in order to keep from being disliked.
29.
 ANGERED EASILY One who has a childlike flash-in-the-pan temper that expresses itself in a immature tantrum style. This person forgets why they were angry almost immediately.
 AIMLESS A person who is not a goal-setter.
 ARGUMENTATIVE One who incites arguments out of an overwhelming desire to be right no matter what the situation may be. (This person finds it almost impossible to say, "I'm sorry," even when wrong.)
 ALIENATED A person who easily feels estranged from others often because of insecurity or fear that others don't really enjoy his company.
30.
 NAIVE An innocent and childlike perspective, lacking sophistication or worldliness. This is not to be confused with uninformed. (There is another personality that is so consumed with his own field of interest that he could care less what is going on outside of that sphere. If you are the latter, *do not check* this word.)
 NEGATIVE One whose attitude is seldom positive and who tends to see the down or dark side of each situation.
 NERVY Full of confidence, fortitude, and sheer guts.
 NONCHALANT Easy-going, unconcerned, indifferent.
31.
 WORRIER One who consistently feels uncertain/troubled.
 WITHDRAWN A person who pulls back to himself and needs a great deal of personal or isolation time.

PERSONALITY SCORING SHEET NAME _____

STRENGTHS

1	_____ Animated	_____ Adventurous	_____ Analytical	_____ Adaptable
2	_____ Playful	_____ Persuasive	_____ Persistent	_____ Peaceful
3	_____ Sociable	_____ Strong-willed	_____ Self-sacrificing	_____ Submissive
4	_____ Convincing	_____ Competitive	_____ Considerate	_____ Controlled
5	_____ Refreshing	_____ Resourceful	_____ Respectful	_____ Reserved
6	_____ Spirited	_____ Self-reliant	_____ Sensitive	_____ Satisfied
7	_____ Promoter	_____ Positive	_____ Planner	_____ Patient
8	_____ Spontaneous	_____ Sure	_____ Scheduled	_____ Shy
9	_____ Optimistic	_____ Outspoken	_____ Orderly	_____ Obliging
10	_____ Funny	_____ Forceful	_____ Faithful	_____ Friendly
11	_____ Delightful	_____ Daring	_____ Detailed	_____ Diplomatic
12	_____ Cheerful	_____ Confident	_____ Cultured	_____ Consistent
13	_____ Inspiring	_____ Independent	_____ Idealistic	_____ Inoffensive
14	_____ Demonstrative	_____ Decisive	_____ Deep	_____ Dry humor
15	_____ Mixes easily	_____ Mover	_____ Musical	_____ Mediator
16	_____ Talker	_____ Tenacious	_____ Thoughtful	_____ Tolerant
17	_____ Lively	_____ Leader	_____ Loyal	_____ Listener
18	_____ Cute	_____ Chief	_____ Chartmaker	_____ Contented
19	_____ Popular	_____ Productive	_____ Perfectionist	_____ Permissive
20	_____ Bouncy	_____ Bold	_____ Behaved	_____ Balanced

TOTALS _____

WEAKNESSES

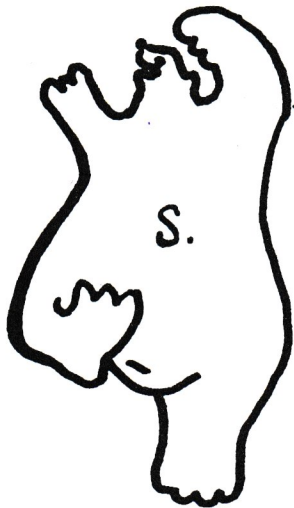
21	_____ Brassy	_____ Bossy	_____ Bashful	_____ Blank
22	_____ Undisciplined	_____ Unsympathetic	_____ Unforgiving	_____ Unenthusiastic
23	_____ Repetitious	_____ Resistant	_____ Resentful	_____ Reluctant
24	_____ Forgetful	_____ Frank	_____ Fussy	_____ Fearful
25	_____ Interrupts	_____ Impatient	_____ Insecure	_____ Indecisive
26	_____ Unpredictable	_____ Unaffectionate	_____ Unpopular	_____ Uninvolved
27	_____ Haphazard	_____ Headstrong	_____ Hard-to-please	_____ Hesitant
28	_____ Permissive	_____ Proud	_____ Pessimistic	_____ Plain
29	_____ Angered easily	_____ Argumentative	_____ Alienated	_____ Aimless
30	_____ Naive	_____ Nervy	_____ Negative attitude	_____ Nonchalant
31	_____ Wants credit	_____ Workaholic	_____ Withdrawn	_____ Worrier
32	_____ Talkative	_____ Tactless	_____ Too sensitive	_____ Timid
33	_____ Disorganized	_____ Domineering	_____ Depressed	_____ Doubtful
34	_____ Inconsistent	_____ Intolerant	_____ Introvert	_____ Indifferent
35	_____ Messy	_____ Manipulative	_____ Moody	_____ Mumbles
36	_____ Show-off	_____ Stubborn	_____ Skeptical	_____ Slow
37	_____ Loud	_____ Lord-over-others	_____ Loner	_____ Lazy
38	_____ Scatter-brained	_____ Short tempered	_____ Suspicious	_____ Sluggish
39	_____ Restless	_____ Rash	_____ Revengeful	_____ Reluctant
40	_____ Changeable	_____ Crafty	_____ Critical	_____ Compromising

TOTALS _____

MINUS TOTALS _____

QUICK TEMPERAMENT OVERVIEW

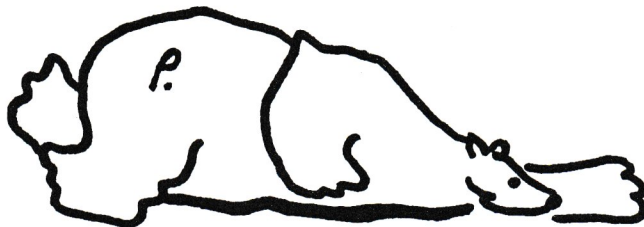
- Animated
- Naive
- Gregarious
- Undisciplined
- Needs praise
- Expressive
- Spontaneous
- Fun-loving
- Talkative
- Enthusiastic
- Loves people
- Exaggerates



- Loner
- Perfectionistic
- Moody
- Very sensitive
- Loyal
- Analytical
- Becomes martyr
- Negative
- Serious, purposeful
- Hard to please
- Cultured
- Orderly

- Needs Justice
- Confident
- Hot-tempered
- Outspoken
- Leader
- Emotionless
- Resourceful
- Impatient
- Competitive
- Decisive
- Strong-willed
- Goal oriented

- Compromising
- Peaceful
- Hesitant
- Listener
- Avoids conflicts
- Resists change
- Eager to rest
- Good-natured
- Mediator
- Aimless (doesn't set goals)
- Tolerant
- Indecisive



STRENGTHS

	SANGUINE	CHOLERIC	MELANCHOLY	PHLEGMATIC
E M O T I O N S	<p>Appealing personality Talkative, storyteller Life of the party Good sense of humor Memory for color Physically holds on to listener Emotional and demonstrative Enthusiastic and expressive Cheerful and bubbling over Curious Good on stage Wide-eyed and innocent Lives in the present Changeable disposition Sincere at heart Always a child</p>	<p>Born leader Dynamic and active Compulsive need for change Must correct wrongs Strong-willed and decisive Unemotional Not easily discouraged Independent and self-sufficient Exudes confidence Can run anything</p>	<p>Deep and thoughtful Analytical Serious and purposeful Genius prone Talented and creative Artistic or musical Philosophical and poetic Appreciative of beauty Sensitive to others Self-sacrificing Conscientious Idealistic</p>	<p>Low-key personality Easygoing and relaxed Calm, cool, and collected Patient, well balanced Consistent life Quiet, but witty Sympathetic and kind Keeps emotions hidden Happily reconciled to life All-purpose person</p>
W O R K	<p>Volunteers for jobs Thinks up new activities Looks great on the surface Creative and colorful Has energy and enthusiasm Starts in a flashy way Inspires others to join Charms others to work</p>	<p>Goal oriented Sees the whole picture Organizes well Seeks practical solutions Moves quickly to action Delegates work Insists on production Makes the goal Stimulates activity Thrives on opposition</p>	<p>Schedule oriented Perfectionist, high standards Detail conscious Persistent and thorough Orderly and organized Neat and tidy Economical Sees the problems Finds creative solutions Needs to finish what he starts Likes charts, graphs, figures, lists</p>	<p>Competent and steady Peaceful and agreeable Has administrative ability Mediates problems Avoids conflicts Good under pressure Finds the easy way</p>
F R I E N D S	<p>Makes friends easily Loves people Thrives on compliments Seems exciting Enviied by others Doesn't hold grudges Apologizes quickly Prevents dull moments Likes spontaneous activities</p>	<p>Has little need for friends Will work for group activity Will lead and organize Is usually right Excels in emergencies</p>	<p>Makes friends cautiously Content to stay in background Avoids causing attention Faithful and devoted Will listen to complaints Can solve other's problems Deep concern for other people Moved to tears with compassion Seeks ideal mate</p>	<p>Easy to get along with Pleasant and enjoyable Inoffensive Good listener Dry sense of humor Enjoys watching people Has many friends Has compassion and concern</p>

WEAKNESSES

	SANGUINE	CHOLERIC	MELANCHOLY	PHLEGMATIC
E M O T I O N S	<p>Compulsive talker Exaggerates and elaborates Dwells on trivia Can't remember names Scares others off Too happy for some Has restless energy Egotistical Blusters and complains Naive, gets taken in Has loud voice and laugh Controlled by circumstances Gets angry easily Seems phony to some Never grows up</p>	<p>Bossy Impatient Quick-tempered Can't relax Too impetuous Enjoys controversy and arguments Won't give up when losing Comes on too strong Inflexible Is not complimentary Dislikes tears and emotions Is unsympathetic</p>	<p>Remembers the negatives Moody and depressed Enjoys being hurt Has false humility Off in another world Low self-image Has selective hearing Self-centered Too introspective Guilt feelings Persecution complex Tends to hypochondria</p>	<p>Unenthusiastic Fearful and worried Indecisive Avoids responsibility Quiet will of iron Selfish Too shy and reticent Too compromising Self-righteous</p>
W O R K	<p>Would rather talk Forgets obligations Doesn't follow through Confidence fades fast Undisciplined Priorities out of order Decides by feelings Easily distracted Wastes time talking</p>	<p>Little tolerance for mistakes Doesn't analyze details Bored by trivia May make rash decisions May be rude or tactless Manipulates people Demanding of others End justifies the means Work may become his god Demands loyalty in the ranks</p>	<p>Not people oriented Depressed over imperfections Chooses difficult work Hesitant to start projects Spends too much time planning Prefers analysis to work Self-deprecating Hard to please Standards often too high Deep need for approval</p>	<p>Not goal oriented Lacks self-motivation Hard to get moving Resents being pushed Lazy and careless Discourages others Would rather watch</p>
F R I E N D S	<p>Hates to be alone Needs to be center stage Wants to be popular Looks for credit Dominates conversations Interrupts and doesn't listen Answers for others Fickle and forgetful Makes excuses Repeats stories</p>	<p>Tends to use people Dominates others Decides for others Knows everything better Can do everything better Is too independent Possessive of friends and mate Can't say, "I'm sorry" May be right, but unpopular</p>	<p>Lives through others Insecure socially Withdrawn and remote Critical of others Holds back affection Dislikes those in opposition Suspicious of people Antagonistic and vengeful Unforgiving Full of contradictions Skeptical of compliments</p>	<p>Dampens enthusiasm Stays uninvolved Is not exciting Indifferent to plans Judges others Sarcastic and teasing Resists change</p>



PERSONALITY PATTERNS - Chapter 2

EMOTIONS IN GENERAL

SANGINE

The sanguine is considered a sensitive temperament, however, this is a situational sensitivity. This personality is easily moved to tears but the emotion is not generally an intense or very deep one. For instance, a sanguine will easily cry if he/she comes into contact with a hurt animal, but will just as quickly forget the incident only moments later. It is helpful to think of the sanguine's emotions as somewhat childlike. Just as most children respond out of extremes, so do the Sanguines. To a child circumstances are absolutely wonderful or absolutely awful with little room in between for balanced observation. This same childlike extremism is true of the sanguines, which helps to explain their very high highs and very low lows. Don't confuse this emotional sanguine roller-coaster with the moodiness of the melancholy. While the melancholy has very low emotional lows, he/she seldom experiences the euphoric excitement of the sanguine's mountain top highs.

MELANCHOLY

The melancholy is intensely sensitive and quietly emotional. This temperament feels everything at a very deep level. The melancholy is not only personally sensitive but also may be overly sensitive to the feelings of others as well. This produces a sense of guilt for not being able to meet everyone's needs. As one can imagine this also plays into the problem the melancholy has in the area of self-sacrifice. Because the melancholy can so easily read the sensitivities and needs of others without words having to be spoken, this temperament becomes unduly hurt when others do not respond to his/her unspoken needs or desires.

CHOLERIC

The choleric is the most emotionally underdeveloped of all the temperaments. Because the choleric has such an overwhelming need to be in control in every area of life, it is not surprising that his control goes beyond the externals to the internals as well. Losing control is probably the one greatest subconscious fear in the choleric's life. When we look at the choleric we see a born leader who easily commands and controls the people and the situations around him/her. We do not, however, see the choleric's deep inner need to control himself/herself.

PHLEGMATIC

9

The phlegmatic is one who feels emotion but does not easily display what he/she feels. Perhaps the phlegmatic simply evaluates how much energy it would take to openly express those emotions or it may be that this temperament would rather remain uninvolved. The fact remains however, that phlegmatics tend to keep emotional responses well hidden.

The one exception to hidden emotion is the area of fear as it relates to conflict. Fear of conflict will often cause the phlegmatic to retreat emotionally or to run. It is not uncommon for this temperament to fall short of the truth if in so doing a confrontation can be avoided. So intense is the phlegmatic's response to anger that he/she will go completely blank and will be unable to respond. It is as if the mind short-circuits and there ceases to be a thinking process of any kind.

Because the phlegmatic doesn't express emotions, this temperament can come across as a very bland or plain personality and the lack of enthusiasm often drives the other temperaments to distraction.