



DIAGNOSTIC PERSONALITY QUIZ

Circle ONE answer per question that best applies to you.

Which best describes your personality?

1. I'm a Type A personality
2. I'm high energy, independent and always on the go
3. I'm analytical and like to have the facts before making decisions
4. I'm outgoing and prefer to work in groups

What is your preferred way to work?

1. Often alone, but when with people they allow me to be straightforward
2. In social environments and with a frequently changing group of people
3. Mostly alone, but when in groups everyone understands the facts
4. With a close knit team

What helps you make decisions?

1. Whatever I can get the fastest that shows it will help achieve the objective
2. When I believe it to be accurate and the group also agrees
3. When I have all the facts and I've analyzed what the best option is
4. When the whole group agrees

Who is your ideal client?

1. Someone who knows what they want
2. Someone who is fun and outgoing
3. Someone who is logical
4. Someone who leads the process and lets me get them what they asked for

Your nightmare client is someone who...

1. Is always changing their mind/unsure and takes forever to decide
2. Is low energy and pessimistic
3. Is very emotional and doesn't respond to reason
4. Is leaving all the decisions to me, and doesn't want to work together to come up with the right solution



Quiz Results:

If you answered mostly 1's your personality is: *Dominant*

If you answered mostly 2's your personality is: *Expressive*

If you answered mostly 3's your personality is: *Introvert*

If you answered mostly 4's your personality is: *Relational*

***The Week One video on Personality reviews the personality types, their qualities, and how you can market your personality to find your ideal clients.