

# Relationship Strategies • People You Know



## Matching the Characteristics Exercise

**Instructions:** The following responses are taken from actual questionnaires completed by various behavioral types during Relationship Strategies seminars. Read the responses, and in the space provided at the bottom of each column, write the name of the behavioral type you think completed this form.

### Person A

- 1. My primary strengths:**  
Organization/follow-through  
Independence  
Dependability  
Accuracy
- 2. My primary weaknesses:**  
Overcautious/conservative  
Procrastinate  
Picky
- 3. Ideal occupation(s) for my personality:**  
Architect  
CPA  
Systems Analyst  
Computer Programmer  
Engineer
- 4. My greatest irritation:**  
Disorganized, illogical people
- 5. In a business environment, I like others to be:**  
Credible  
Professional/Sincere  
Courteous
- 6. In a social environment, I like others to be:**  
Real  
Pleasant/Sincere  
Courteous
- 7. The ideal compliment I could receive:**  
You're really capable and intelligent.  
The job was done very well.
- 8. The most painful criticism I could receive:**  
You're incompetent.
- 9. My favorite leisure-time activity:**  
Thinking  
Golf  
Reading
- 10. I got where I am today through:**  
Hard work  
Perseverance  
Being accurate

### Person B

- 1. My primary strengths:**  
Listening to and understanding people  
Caring  
Loving
- 2. My primary weaknesses:**  
Overly sensitive  
Unassertive
- 3. Ideal occupation(s) for my personality:**  
Nurse  
Clergy  
Social Worker  
Counselor  
Teacher
- 4. My greatest irritation:**  
Rude or selfish people  
Pressure  
Impatient people
- 5. In a business environment, I like others to be:**  
Courteous, friendly  
Share responsibility
- 6. In a social environment, I like others to be:**  
Genuine  
Friendly
- 7. The ideal compliment I could receive:**  
You are a fine parent.  
You are a good friend.
- 8. The most painful criticism I could receive:**  
That I had hurt someone else
- 9. My favorite leisure-time activity:**  
Reading  
Relaxing
- 10. I got where I am today through:**  
Positive relationship  
Being fair with people

\_\_\_ Dove \_\_\_ Eagle \_\_\_ Owl \_\_\_ Peacock

\_\_\_ Dove \_\_\_ Eagle \_\_\_ Owl \_\_\_ Peacock

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## Matching the Characteristics Exercise

(continued)

### Person C

- 1. My primary strengths:**  
Enthusiasm  
Entertaining to be with  
Persuasive
- 2. My primary weaknesses:**  
Getting involved in too many things  
Impatient  
Short attention span
- 3. Ideal occupation(s) for my personality:**  
Trial Attorney  
Talk-Show Host  
Salesperson  
Public Relations
- 4. My greatest irritation:**  
Slow drivers
- 5. In a business environment, I like others to be:**  
Alert  
Quick  
Decisive  
Risk taker
- 6. In a social environment, I like others to be:**  
Uninhibited  
Spontaneous  
Funny
- 7. The ideal compliment I could receive:**  
You're the greatest!
- 8. The most painful criticism I could receive:**  
You're boring.
- 9. My favorite leisure-time activity:**  
Partying  
Gourmet dining
- 10. I got where I am today through:**  
Bus  
Car  
Chutzpah

### Person D

- 1. My primary strengths:**  
Getting things done  
Decision-making  
Leadership
- 2. My primary weaknesses:**  
Inflexible  
Don't take time to "smell the flowers"  
Impatient  
Poor listening
- 3. Ideal occupation(s) for my personality:**  
Stockbroker  
Newspaper Reporter  
Independent Consultant  
President/Owner of a Company  
Drill Sergeant
- 4. My greatest irritation:**  
Incompetence  
Wasting Time
- 5. In a business environment, I like others to be:**  
Decisive  
Efficient  
Receptive  
Intelligent
- 6. In a social environment, I like others to be:**  
Congenial  
Assertive  
Witty
- 7. The ideal compliment I could receive:**  
That's a job well done!
- 8. The most painful criticism I could receive:**  
You handled that job poorly.
- 9. My favorite leisure-time activity:**  
Captain of my boat
- 10. I got where I am today through:**  
Tenaciously pursuing a goal

\_\_\_ Dove \_\_\_ Eagle \_\_\_ Owl \_\_\_ Peacock

\_\_\_ Dove \_\_\_ Eagle \_\_\_ Owl \_\_\_ Peacock