

**Personality Assessment - Jack Daly:**

**Dimension I**

From the columns below, please pick the dominant character trait, which most accurately describes you. Do this for each of the 15 rows

**A**

- \* Tend to be less forceful in groups
- \* Move more slowly, deliberately
- \* Are less willing to state opinions
- \* Are more systems oriented
- \* Are more reserved
- \* Make a better listener
- \* Tend to lean backwards
- \* Respect the “space” of others
- \* Are more serene
- \* Are less forceful when speaking
- \* Use less frequent eye contact
- \* More thoughtful decision-maker
- \* Are less comfortable with risks
- \* Less comfortable with exerting will
- \* Are less confrontational

TOTAL

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**B**

- \* Tend to take Charge in groups
- \* Walk quickly, often run.
- \* Are quicker to voice opinions
- \* Are more results oriented
- \* Take the interpersonal initiative
- \* Tell, don’t ask.
- \* Use assertive body language.
- \* Will invade the “space” of others
- \* Are impatient
- \* Speak loudly with conviction
- \* Use frequent and steady eye contact
- \* Make decisions more quickly
- \* Will take risks more readily
- \* Will pressure others for decisions
- \* Are more confrontational.

TOTAL

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## Dimension II

From the columns below, please pick the dominant character trait, which most accurately describes you. Do this for each of the 15 rows

**A**

- \* Use fewer gestures when talking
- \* Use fewer facial expressions
- \* Move around less
- \* Are more product centered
- \* Make decisions based on facts
- \* Are more task oriented
- \* Are less motivated by “gut” feelings
- \* Can appear somewhat rigid
- \* Are less likely to share feelings
- \* Prefer more traditional dress style
- \* Will keep distance, won’t touch
- \* More time and structure conscious
- \* Are often an impersonal manager
- \* Prefer little small talk
- \* Are a comparison shopper

TOTAL

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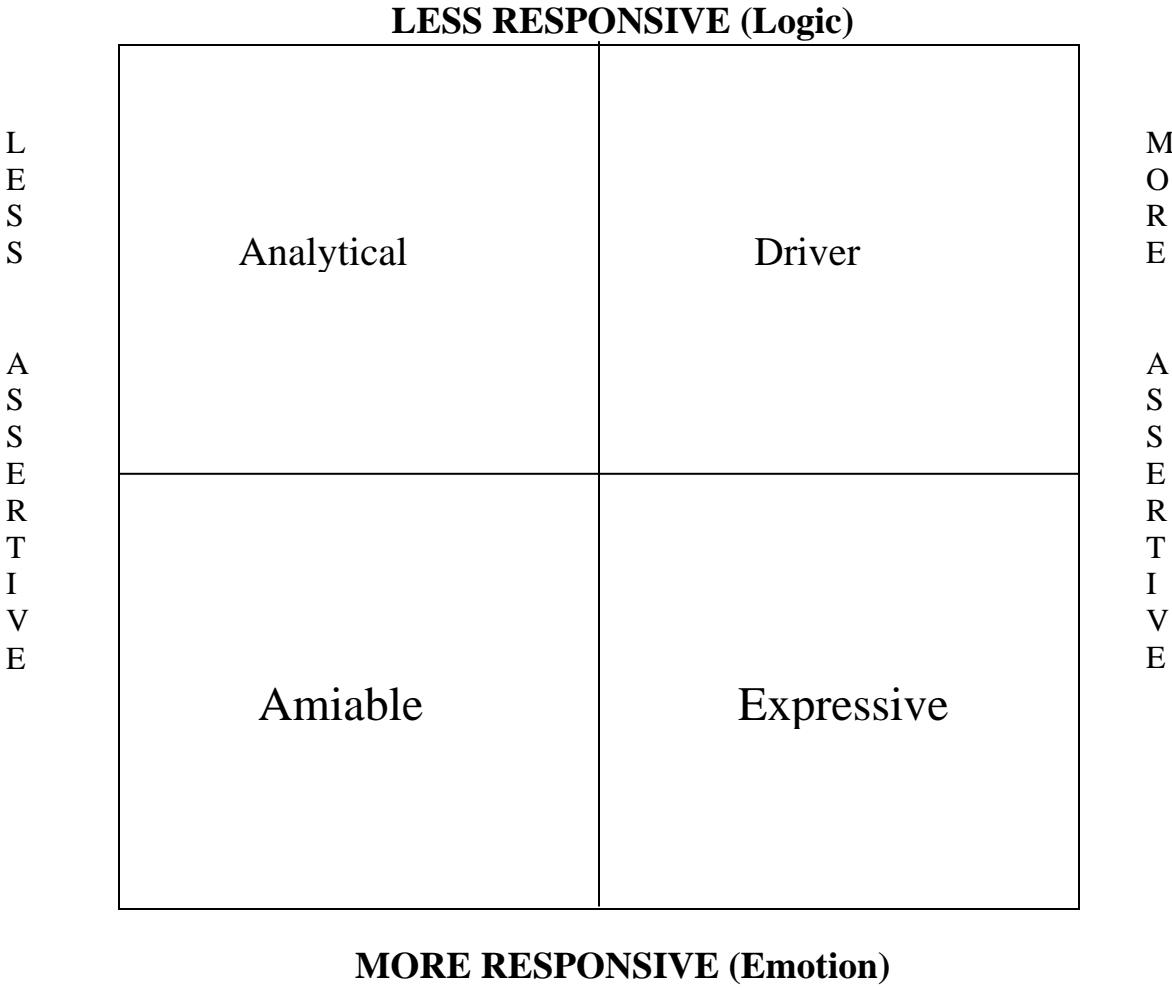
**B**

- \* Are animated, a gesturing speaker
- \* Use more facial expressions
- \* Move about a great deal
- \* Are more people oriented
- \* Are an intuitive decision maker
- \* Are relationship oriented
- \* Will go with hunches, feelings
- \* Seem more relaxed, friendly
- \* Will share personal feelings
- \* Dress less formally at work
- \* Like to touch, stand close
- \* Less time and structure oriented
- \* Are more “personal” manager
- \* Enjoy small talk, anecdotes
- \* Are an impulse buyer

TOTAL

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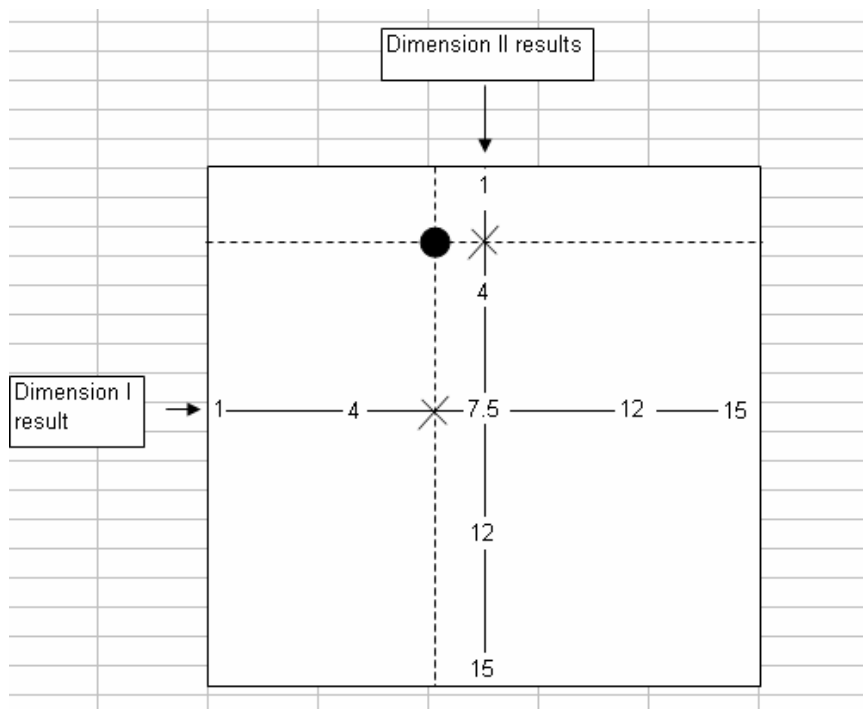
# Interpersonal Relationships



## How to fill in the personality types:

1. Mark the meeting point of the vertical and horizontal lines as 7.5
2. Mark on the horizontal divider, the digit 1 on the left, 15 on the right.
3. On the same horizontal, mark 4 between the 1 & the 7.5, and
4. Mark 12 between the 7.5 and the 15
5. Mark the same numbers on the vertical divider, with the digit 1 on the top, and 15 at the bottom.
6. From Dimension I, take the total of the answers from column B, and mark the total number on the horizontal divider.
7. From Dimension II, take the total of the answers from column B, and mark the total number on the vertical divider.

See example below:



In the above example, the person had a total of 7 in column B in the Dimension I , and a total of 3 in column B in Dimension II.

After marking the numbers on the vertical and horizontal dividers, you run a dotted line to find where they meet.

First dotted line goes from the top of the square, through the mark on the horizontal line, to the bottom of the square.

The second dotted line runs through the mark on the vertical line, from left to right.

Where the two dotted lines meet,( marked with O), is the personality type.