

Using your consultant manual, match the factors with their scale partner by filling in the corresponding number. In the space to the side, write an occupation that would fit with that Personality Factor

<u>customer service</u>	Conventional	1	<input type="text" value="4"/>	Dominance	<u>business leader</u>
<u>finance/math</u>	Introversion	2	<input type="text" value="3"/>	Conscientious	<u>engineer</u>
<u>outdoors</u>	Unstructured	3	<input type="text" value="5"/>	Compassion	<u>counselor</u>
<u>customer service</u>	Compliance	4	<input type="text" value="6"/>	Adventurous	<u>fire fighter</u>
<u>reporter/writer</u>	Detachment	5	<input type="text" value="1"/>	Innovative	<u>artistic</u>
<u>language</u>	Cautious	6	<input type="text" value="22"/>	Extroversion	<u>law/politics</u>

Fill in the blanks with the sub-factor term that matches the definition. Add what factor each sub factor belongs to

Sub Factors

Achieving	Ambitious	Assertive	Blunt	Clever	Conforming	Conservative
Content	Daring	Distant	Enthusiastic	Imaginative	Improvising	Independent
Indifferent	Neutral	Objective	Organized	Pliable	Precise	Predictable
Questioning	Quiet	Reserved	Social	Spontaneous	Supportive	Sympathetic
Tactful	Tolerant	Traditional	Verbal			

Factors

Adventurous	Cautious	Compassion	Compliance	Conscientious	Conventional	Detachment
Dominance	Extroversion	Innovative	Introversion	Unstructured		

Sub Factor	Factor	Definition
improvising	unstructured	To invent, compose, or perform with little or no preparation.
ambitious	adventurous	Full of, characterized by, or motivated by ambition. Requiring or showing much effort; challenging. Having a strong desire for success or achievement, necessitating extraordinary effort or ability, having a great desire; eager.
indifferent	conscientious	Having no particular interest or concern; apathetic. Having no marked feeling for or against. Showing no care or concern; uninterested
clever	innovative	Mentally quick and original; bright. These adjectives refer to mental adroitness or to practical ingenuity and skill. Clever is the most comprehensive. Displaying sharp intelligence or mental alertness.
distant	introversion	Far apart in relationship and mentally, aloof or chilly.
quiet	introversion	Making little or no noise. Free of loud noise; hushed. Calm and unmoving, still. Free of turmoil and agitation; untroubled. Restful; soothing. Restrained in style, understated

Sub Factor	Factor	Definition
assertive	dominance	Confident and direct in claiming one's rights or putting forward one's views; Given to making assertions or bold demands; dogmatic or aggressive
supportive	compassion	Furnishing support or assistance. Helpful, caring, encouraging, understanding, reassuring, sympathetic.
innovative	imaginative	Having a lively imagination, especially a creative imagination. Created by, indicative of, or characterized by imagination or creativity. Tending to indulge in the fanciful or in make-believe.
objective	detachment	Uninfluenced by emotions or personal prejudices. Based on observable phenomena; presented factually.
tolerant	compassion	Inclined to tolerate the beliefs, practices, or traits of others; forbearing. Permissive, able to withstand extremes.
reserved	extroversion	Held in reserve; kept back or set aside. Marked by self-restraint and reticence. Cool or formal in manner; restrained, silent, or reticent
spontaneous	unstructured	Happening or arising without apparent external cause; self-generated. Arising from a natural inclination or impulse and not from external incitement or constraint. Unconstrained and unstudied in manner or behavior.
traditional	conventional	Relating to, or in accord with tradition. Pertaining to time-honored orthodox doctrines. Adhering to what is commonly accepted old fashioned, old, established, conventional, standard, fixed, usual, orthodox, accustomed, customary, ancestral, long-established.
questioning	detachment	An expression of inquiry that invites or calls for a reply. An interrogative sentence, phrase, or gesture. Open to controversy.
enthusiastic	extroversion	Having or showing great excitement and interest.
daring	adventurous	Willing to take or seek out risks; bold and venturesome. Bold or adventurous; reckless. Courage in taking risks.
precise	conscientious	Clearly expressed or delineated; definite. Exact, as in performance, execution, or amount; accurate or correct. Conforming strictly to rule.
predictable	conventional	To state, tell about, or make known in advance, especially on the basis of special knowledge. To tell about something in advance of its occurrence by means of special knowledge or inference.
sympathetic	compassion	Expressing, feeling, or resulting from sympathy. Favorably inclined. Agreeably suited to one's disposition or mood; congenial.
blunt	dominance	(Of people, manner of speaking, etc.) Lacking refinement, sensitivity or subtlety; straightforward and uncomplicated
social	extroversion	Inclined to seek out or enjoy the company of others; sociable. Spent in or marked by friendly relations or companionship. Intended for convivial activities.
pliable	compliance	Easily bent or shaped. Receptive to change; adaptable. Easily influenced, persuaded, or swayed.

Sub Factor	Factor	Definition
neutral	detachment	Not aligned with, supporting, or favoring either side in a war, dispute, or contest. Belonging to neither side in a controversy.
verbal	extroversion	Relating to, or using words, as opposed to ideas, etc. Oral rather than written.
independent	dominance	Not governed by a foreign power; self-governing. Free from the influence, guidance, or control of another or others; self-reliant.
organized	conscientious	Functioning within a formal structure, as in the coordination and direction of activities. Efficient and methodical. Planned and controlled on a large scale and involving many people. Orderly and efficient.
content	cautious	Desiring no more than what one has; satisfied. Ready to accept or acquiesce; willing. Mentally or emotionally satisfied with things as they are. Assenting to or willing to accept circumstances, a proposed course of action, etc. Peace of mind; mental or emotional satisfaction.
conforming	compliance	To correspond in form or character; be similar. To act or be in accord or agreement; comply
achieving	conscientious	To accomplish something successfully; performs at a standard or above standard level. To perform or carry out with success; accomplish. To attain with effort or despite difficulty.
conservative	cautious	Favoring traditional views and values; tending to oppose change. Traditional or restrained in style. Moderate; cautious.
tactful	compliance	Having or showing a sense of what is fitting and considerate in dealing with others; showing skill and sensitivity in dealing with people

Using your Consultant Manual, look up and define the following Interests, and write some occupation suggestions.

Consumer Science

Definition: offers personal service to individuals or groups

Potential Occupation: chef, beautician

Religious

Definition: spiritual guidance; listening to others problems

Potential Occupation: pastor, missionary

Technical Science

Definition: plan construction of projects at high level of technology

Potential Occupation: engineer, architect

Athletic

Definition: involvement with sports competition

Potential Occupation: coach, player, trainer

Customer Service

Definition: assist, help, or provide services to others

Potential Occupation: bank teller, assembly worker

Using your Consultant Manual, write down the definition for each of the following Skill groups.

Interpersonal: desire and ability to interact with others; high people involvement

Management: coordinating the activities of others

Organizational: assembling, storing, retrieving info, data, and items in a systematic fashion

Athletic: high level physical coordination with a desire to compete. assisting/training others to improve performance

Musical: ability to express rhythm, play instruments, interpret and express emotions and ideas

Using your Consultant Manual, write down the definition for each of the following Value terms.

Work Environment Values

Adventure: be where the action is; maybe risky

Challenge: needing opportunity to solve make/break issues

Work Outcome Values

High Income: success is defined by the amount of money earned

Helping Others: contributing to the welfare and growth of others

Life Values

Aesthetics: having a high priority of artistic expression and creativity

Integrity: honesty is imperative; fulfilled commitments to causes and people