

Personality Type Fun Sheet

The 4 Main Personality Types & Their Traits

Use this as a guide to quickly identify the dominant personality type of your character. This sheet will help guide you to strong acting choices in alignment with the behavior of your character's personality type.

Personality Type Grid

This grid was created by Dr. Harvey Robbins and presented at the Hollstadt & Associates – Annual Women Executives Breakfast, May 26, 2006

In Control of Emotions

<p>Analytical</p> <ul style="list-style-type: none"> • Seeks Data • Logical • Task-oriented • Emotionally/Socially reserved • Getting it done <i>right</i> • Past - learn from history 	<p>Controller</p> <ul style="list-style-type: none"> • Driver • Action-oriented • Focused on the future • Task oriented • Outgoing • Type A
<p>Supporter</p> <ul style="list-style-type: none"> • Teamwork • Empathetic • Inclusive of others • People oriented • Puts others ahead of self • Doesn't rock the boat 	<p>Promoter</p> <ul style="list-style-type: none"> • Visionary • Creative • In the moment • People oriented • All about the fun • Outgoing

Ask

Tell

Responsiveness Scale

Emote

Keep Opinions To Self

State Opinions

Assertiveness Scale

The Controller

An outgoing, task-oriented individual who is focused on getting things done, getting to the bottom line as quickly as possible and MAKING IT HAPPEN!

Personality Traits

Goal oriented	Demanding	Impatient
Organized	End justifies the means	Quick-tempered
Seeks practical solutions	Work may become god	Can't relax
Quick action	Dominates others	Won't give up when losing
Delegates	Sound leader	Does not need approval
Insists on production	Quick to answer	Once mind is set, they do it,
Little tolerance for mistakes	Decides for others	no matter how difficult.
Doesn't analyze details	Knows everything	
Rash decisions	Independent	

A controller is quick to take action, and moves in a direct fashion with purpose. A controller uses definitive language to state his or her opinion with confidence. They are insistent, demanding, dominating and tend to speak in affirmative statements rather than ask questions.

The Promoter

*An outgoing, people-oriented individual who loves to interact, socialize and have fun.
This person is focused on what others may think of him or her.*

Personality Traits

Talkative	Loves people,	Easily distracted
Storyteller	Thrives on compliments	Wastes time talking
Life of the party	Spontaneous	Disorganized
Sense of humor	Exaggerates and elaborates	Forgetful
Emotional	Restless	Hates to be alone
Childlike	Egotistical	Wants to be popular
Lives in the present	Blusters and complains	Dominates conversations
Changeable disposition	Loud	Interrupts and doesn't listen
Creative and colorful	Angers easily	Answers for others
Inspires other to join	Irresponsible	Fickle
Charming	Undisciplined	Makes excuses
Makes friends easily	Decides by feelings	Repeats mistakes

A promoter loves to talk more than anything else. He/she is a natural storyteller and uses creative, colorful language to entertain and engage others. Promoters are in touch with their feelings and let their emotions guide their decision-making. Promoters are also quick to change their opinion in order to remain liked, which they value highly.

The Supporter

A reserved, people-oriented individual who enjoys relationships, helping or supporting other people and working together as a team.

Personality Traits

Introverted
Low-key personality
Easygoing
Patient
Well-balanced
Consistent
Sympathetic

Kind
Peaceful and agreeable
Mediates problems
Non-confrontational
Doesn't get upset easily
Inoffensive
Good listener

Quiet will of iron
Shy
Compromising
Would rather watch
Resists change

A supporter tends to be extremely family oriented. S/he puts the needs of others first. A supporter may be quiet, but is a keen observer and uses that awareness in the decision-making process. Supporters tend to communicate through asking - asking for their needs to be met, asking for permission. Supporter language is filled with non-confrontational questions.

The Analytical

A reserved, task-oriented individual who seeks value, consistency and quality information. This person focuses on being correct and accurate.

Personality Traits

Introverted	Neat and tidy	Economical	Hesitant
The Thinker	Loves data		Spends too much time
Deep and thoughtful	Wants it done right		planning
Serious	Makes friends cautiously		Prefers analysis to work
Purposeful	Content in the background,		Hard to please
Genius prone	Will listen to complaints		Meticulous
Schedule oriented	Can solve other's problems		Socially awkward
Perfectionist	Remembers the negative		Critical of others
High standards	Off in another world		Holds back affection
Thorough	Too introspective		Indecisive
Orderly and organized	Not people oriented		

An analytical lives for accuracy! S/he is guided by thought and analysis. This is reflected in the language an analytical type will use. Numbers, figures, percentages, extreme-detail and accuracy are what an analytical uses to express him/herself. They ask a lot of questions, particularly having to do with the need for more data or information. Analyticals tend not to express their feelings directly, but they do hold long term grudges and have long memories.