

Exercise XII:

Your Personal Paradigm

Read each of the following questions and circle the answer that best applies to you. Be as honest as you can with yourself, even if you don't particularly like the quality the question presents. Take into consideration not only how you are now, but how you have been in the past. Answer using the following numbers. **(4) True for me (3) Often True for me (2) Sometimes True for me (1) Seldom True for me (0) Not True for me.**

1. Unfortunately, in order to love someone, you often have to suffer. 4 3 2 1 0
2. I pride myself on my charm and charisma 4 3 2 1 0
3. I am different than most people and as a result find it difficult to find people who understand me. 4 3 2 1 0
4. I am a very private person and hide what I am doing or thinking. 4 3 2 1 0
5. I am a shopaholic and don't restrict myself in having what I want. 4 3 2 1 0
6. I don't believe in dwelling on the negative and tend to be upbeat even when there are problems in my life.
7. It makes me angry when I see people breaking the rules and getting away with it. 4 3 2 1 0
8. I tend to be a loner so it's a good thing I enjoy being alone. 4 3 2 1 0
9. I am a very giving and caring person and am always doing things for other people even if they don't ask me. 4 3 2 1 0
10. I'd rather go along with the crowd than stir up trouble so I keep my opinion to myself. 4 3 2 1 0
11. No matter what comes up, I can handle it because I am not afraid of anything. 4 3 2 1 0
12. People often ask me for answers to technical questions because they know I know what I am talking about. 4 3 2 1 0
13. It is easy for me to get depressed and feel sorry for myself when my life is not going the way I want it to. 4 3 2 1 0
14. When I am involved in my work or a project, it is easy for me to get so wrapped up in it, that I lose track of time, people and other things going on around me. 4 3 2 1 0
15. I dislike change and prefer a comfortable routine. 4 3 2 1 0
16. I like to impress people with the right image, that is, the way I dress, the car I drive, the things I accomplish, even the people I hang out with. 4 3 2 1 0
17. You are more likely to get things done when people fear you than when they like you. 4 3 2 1 0
18. I keep myself busy with many things and then I don't have to think about my personal problems. 4 3 2 1 0
19. Doing the right thing is most important to me, even if it may mean exposing a friend's misconduct, but, after all, it is for their own good. 4 3 2 1 0
20. It is important to me to keep things calm and pleasant so I do just about anything to prevent an argument and avoid confrontation. 4 3 2 1 0
21. I deserve to have what I want and don't care about those who criticize my abundant Lifestyle. 4 3 2 1 0
22. People are often amazed at how many talents and skills I have, but I rarely stick with one thing. 4 3 2 1 0
23. People can't figure out what I am feeling cause I am so good at hiding my feelings. 4 3 2 1 0
24. I am very suspicious of other people's motives and watch them to see what they really want. 4 3 2 1 0
25. I appreciate the people that matter to me, but find it nearly impossible to express my feelings for them in words. 4 3 2 1 0
26. I am extremely tolerant of people and let them do what they want even if they don't treat me nicely. 4 3 2 1 0
27. I love doing things for other people and all I expect is a little appreciation. 4 3 2 1 0
28. There are things that I would like to do for myself, but my responsibilities are more important than having fun. 4 3 2 1 0

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| 29. It is difficult for me to make a decision unless I get the opinions and support of those around me. | 4 | 3 | 2 | 1 | 0 |
| 30. I find myself unconsciously comparing myself to others nearly all of the time. | 4 | 3 | 2 | 1 | 0 |
| 31. I am confident and strong and never show any weakness. | 4 | 3 | 2 | 1 | 0 |
| 32. I am curious about the world and about learning new things, but I'd rather observe it than get too involved or immersed in it. | 4 | 3 | 2 | 1 | 0 |
| 33. I guess I often give people mixed messages, saying "yes" when I really mean "no" and vice versa. | 4 | 3 | 2 | 1 | 0 |
| 34. I have a lot of creativity, but I find it difficult to get anything done unless I am in the mood to do it. | 4 | 3 | 2 | 1 | 0 |
| 35. When I feel panicky and anxious, I seek something new to do, get real busy and then the anxiety goes away. | 4 | 3 | 2 | 1 | 0 |
| 36. I am a persuasive, natural salesperson, and good at making a lot of money. | 4 | 3 | 2 | 1 | 0 |
| 37. If something terrible happens, it is as if everything is suddenly unreal, like a dream and it really isn't happening to me. | 4 | 3 | 2 | 1 | 0 |
| 38. I've learned that if I want something done right, I have to do it myself. | 4 | 3 | 2 | 1 | 0 |
| 39. Despite my best efforts, I am often unappreciated and misunderstood. | 4 | 3 | 2 | 1 | 0 |
| 40. I have strong opinions and don't budge because I know I am right. | 4 | 3 | 2 | 1 | 0 |
| 41. I'd rather get a massage and a facial than spend time at a self-improvement seminar | 4 | 3 | 2 | 1 | 0 |
| 42. I take life as it comes because things are going to happen as they happen no matter what you do. | 4 | 3 | 2 | 1 | 0 |
| 43. I know that sometimes I can seem very critical, but when someone is wrong, I feel compelled to set them straight. | 4 | 3 | 2 | 1 | 0 |
| 44. When you get right down to it, it is a matter of survival – them or me – and I am going to be the one who comes out on top. | 4 | 3 | 2 | 1 | 0 |
| 45. Because the world values winners, I must avoid failure and succeed at being the Best at what I do. | 4 | 3 | 2 | 1 | 0 |
| 46. I am a perfectionist in all I do, including how I act and treat others. | 4 | 3 | 2 | 1 | 0 |
| 47. I often offer to do things for others only to end up being taken advantage of. | 4 | 3 | 2 | 1 | 0 |
| 48. I am very hesitant and cautious about anything new. I much prefer to stay with the Tried and true. | 4 | 3 | 2 | 1 | 0 |
| 49. I strongly believe that this world would be a much better place if people would try harder to do what's right. | 4 | 3 | 2 | 1 | 0 |
| 50. I do my best not to rock the boat and to get along with everyone. | 4 | 3 | 2 | 1 | 0 |
| 51. I am extremely loyal and know that people can depend on me. | 4 | 3 | 2 | 1 | 0 |
| 52. I am so used to being, saying and doing what I think others want, that I don't even know what I feel. | 4 | 3 | 2 | 1 | 0 |
| 53. When something happens that is upsetting or disconcerting to me, I withdraw until I can figure it out. | 4 | 3 | 2 | 1 | 0 |
| 54. I tend to take on more work than anyone else, just because I am so thorough and so good at my job. | 4 | 3 | 2 | 1 | 0 |
| 55. I don't have any big ambitions. I'm happy just going with the flow. | 4 | 3 | 2 | 1 | 0 |
| 56. Maybe some people don't think it is right, but if somebody crosses, me, I don't have any problem doing mean things to get even. | 4 | 3 | 2 | 1 | 0 |
| 57. I tend to be more a thinker than a feeler and feel in control staying in my logic and reason | 4 | 3 | 2 | 1 | 0 |
| 58. I can't do anything spontaneously. I need to check things out and have them well planned before I proceed. | 4 | 3 | 2 | 1 | 0 |
| 59. I like to talk and gossip and joke around and "let it all hang out" even if I get a little outrageous or overdo things. | 4 | 3 | 2 | 1 | 0 |
| 60. The people who depend on me would never make it without me. | 4 | 3 | 2 | 1 | 0 |

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| 61. I may exaggerate sometimes, even lie, but what's the big deal? Everybody does it at some point or another. | 4 3 2 1 0 |
| 62. I am proud of the fact that I am different and not like everybody else. | 4 3 2 1 0 |
| 63. When I am with other people, I watch and observe and try to learn everything I can and then when I'm alone, I feel and enjoy the good feelings that I had earlier. | 4 3 2 1 0 |
| 64. Anger is an emotionally draining experience so I don't allow myself to ever get too | 4 3 2 1 0 |
| 65. You only live once, so why not try to get all you can get. | 4 3 2 1 0 |
| 66. I like the thrill of danger and adventure and have often placed myself in tight spots to succeed despite the odds. | 4 3 2 1 0 |
| 67. I pride myself on how many close friends I have, In fact, people often envy me for my loving, caring, friendships. | 4 3 2 1 0 |
| 68. It is vital to always be learning new things by reading lots of books or taking classes. | 4 3 2 1 0 |
| 69. I am not really interested in making great accomplishments. I am satisfied doing ordinary things in a good and responsible way. | 4 3 2 1 0 |
| 70. I don't care if people think I am materialistic. I like beautiful, expensive things and I make sure I always have them. | 4 3 2 1 0 |
| 71. I'm always prepared for an emergency as you never know when something will go wrong. | 4 3 2 1 0 |
| 72. There is nothing wrong with wanting to make a good impression on others even if It means presenting yourself as you want to be rather than who you are. | 4 3 2 1 0 |
| 73. I like having a good time and just having fun. | 4 3 2 1 0 |
| 74. I like trying to see how many people of the opposite sex I can get attracted to me. | 4 3 2 1 0 |
| 75. If I do something for someone and happen to mention it, it's just because I want them to know how much I care for them. | 4 3 2 1 0 |
| 76. I am a passive, easygoing person, but for some reason I end up in relationships With angry, demanding people. | 4 3 2 1 0 |
| 77. Money is important because money is power. If I have enough money, no one can have any power over me. | 4 3 2 1 0 |
| 78. I find I am just about always comparing myself to others to see who is better. | 4 3 2 1 0 |
| 79. I don't mind knocking heads when necessary cause sometimes that is the only way to get respect. | 4 3 2 1 0 |
| 80. I am proud of the fact that I love everyone unconditionally, even if they treat me badly. | 4 3 2 1 0 |
| 81. I take control because I know I am a strong and decisive leader and am generally better at making decisions. | 4 3 2 1 0 |

Personality Drive Answer Sheet

On the scale below circle every answer where you scored either a 4 or 3 on the above chart. Then total up how many of those "4" or "3" answers you have and the corresponding number listed below. For example, let's say your "4" answers on the chart below are 1, 9, 13, 28, 29, 44, 45 and 46. The corresponding answers to those numbers are 1-2, 9-2, 13-4, 28-2, 29-2, 44-9, 45-2 and 45-2. Using these answers you have 6-"2's", 1-4 and 1-9. The largest number total should be the number of your personality drive so in this example you have 6 "2"s" which means that your personality drive is more than likely a "Two" or a "Giver." Sometimes you may find that you will have two different numbers that are really close. For example, your results may be: 6-"1's and 7-"5's". Since you had more "5's" than you had "1's" you may find that the Five drive above (Thinker) applies most to you, but because we don't always answer these questions fully honestly, give yourself the benefit of the doubt and re-read both drives again. (Read the "1" Perfectionist and the "5" Thinker and see which one you think fits the best. (Clue: the one that makes you *gulp* is probably the right one.)

Quest	Drive	Quest	Drive
1.	2	41.	7
2.	3	42.	9
3.	4	43.	1
4.	5	44.	8
5.	7	45.	3
6.	7	46.	1
7.	1	47.	2
8.	4	48.	6
9.	2	49.	1
10.	9	50.	9
11.	8	51.	6
12.	5	52.	3
13.	4	53.	4
14.	5	54.	1
15.	6	55.	9
16.	3	56.	3
17.	8	57.	5
18.	7	58.	6
19.	1	59.	7
20.	9	60.	2
21.	6	61.	3
22.	4	62.	4
23.	5	63.	5
24.	6	64.	9
25.	5	65.	7
26.	9	66.	8
27.	2	67.	2
28.	1	68.	5
29.	9	69.	6
30.	3	70.	4
31.	8	71.	6
32.	5	72.	3
33.	6	73.	7
34.	4	74.	8
35.	7	75.	2
36.	8	76.	9
37.	4	77.	8
38.	1	78.	3
39.	2	79.	8
40.	7	80.	2
		81.	8