

Personal Style

Personality expresses itself through your thoughts, feelings and patterns of behavior (see the works of Robert Hogan, Isabel Myers, David Keirsey or Carl Jung). It guides many aspects of your life, for example the types of people you are attracted to, the work you like to do, what you find funny, what you do in your free time and how you make decisions. Knowing this about yourself is useful – it makes it easier to make choices about your career, your hobbies, activities you might want to be involved in (and avoid) and how you want to spend your time.

It is important to keep in mind that **there is no best “type”, each has its own strengths and weaknesses when it comes to making good choices.** In addition, you can have feelings and display behaviors that align with any or all of these styles, depending on the situation. The key is to understand what are the predominant personality characteristics driving your decisions and use it to your advantage. **Follow the instructions in each section below to get a quick, high-level snapshot of your personal style.**

Who are you as a person?

What are some words that describe who you are as a person? What are some words that others might use to describe you? Where are your energies focused? What do you stand for?

Now, circle any of the words you see in the columns below that are similar to the words you wrote, or are additional words you might use to describe who you are as a person. Circle as many words as you want from any of the columns.

A	B	C	D
<ul style="list-style-type: none"> • Instinctual • Laid back • Bold • Spontaneous • Open-minded • Risk-taking • Free spirit • Adaptable 	<ul style="list-style-type: none"> • Cooperative • Easy going • Tactful • Sensitive • Compassionate • Romantic • Trustworthy • Patient 	<ul style="list-style-type: none"> • Logical • Thinker • Curious • Strategic • Independent • Problem-solver • Conceptual • Philosophical 	<ul style="list-style-type: none"> • Responsible • Loyal • Task-oriented • Organized • Punctual • Has high standards • Respectful • Traditional

What irritates you?

What are some things that upset you or make you unhappy? Write down the first things that come to mind when you think of pet peeves, annoyances and aggravators.

Now, circle any of the words you see in the columns below that are similar to the words you wrote, or are additional words you might use to describe things that get under your skin. Circle as many words as you want from any of the columns.

A	B	C	D
<ul style="list-style-type: none"> • Boring routines • Waiting in lines • Lack of freedom • Rules and regulations • Apathy • Stubborn people • Too many details • Strict schedules 	<ul style="list-style-type: none"> • Conflict • Rudeness • Feeling rushed • Controversy • Being too competitive • Aggressive people • Dishonesty • Insensitivity 	<ul style="list-style-type: none"> • Incompetence • Taking orders from others • Low standards • Poor quality • Overly emotional people • Making mistakes • Stupidity • Being embarrassed in public 	<ul style="list-style-type: none"> • Wasting time • Chit chat • Indecisiveness • Not being prepared • Slow pace • Being late • Irresponsible people • Confusion/chaos



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What do you enjoy and value in life?

What are some things that make you happy or that you enjoy doing? What are your favorite past times, interests, hobbies or activities? What is it about these things that make them enjoyable?

Now, circle any of the words you see in the columns below that are similar to the activities and interests you wrote. These may not be the exact activities, but try to pick words that share the same essence of your activities. Circle as many words as you want from any of the columns.

A	B	C	D
<ul style="list-style-type: none"> Adventure Friendly competition Meeting new people/ socializing Physical activity Having fun Excitement and stimulation 	<ul style="list-style-type: none"> Helping others Showing compassion and kindheartedness Being authentic and genuine Team efforts Reading about people and relationships Being with friends and family 	<ul style="list-style-type: none"> Learning Collecting things Doing things efficiently Reading about technical or scientific topics New gadgets/ apps/ inventions Figuring out how things work 	<ul style="list-style-type: none"> Getting stuff done Doing good deeds Organizing things Leading activities/ coaching/ teaching Tidying/ decluttering Safety and security

How do you typically approach important decisions?

How do you typically approach a decision that you need to make? Write some short phrases that describe your usual approach, for example "I google it" or "I ask my friends for advice".

Now, circle any of the words or phrases you see in the columns below that are similar to what you wrote, or are additional approaches you might use to approach a new decision. Circle as many as you want from any of the columns.

A	B	C	D
<ul style="list-style-type: none"> Go by gut feel Try not to overthink it Keep options open Use intuition over facts Negotiate Consider immediate benefits 	<ul style="list-style-type: none"> Gather opinions Take others' feelings into consideration Get the whole story first Mull it over until comfortable Reach consensus Consider future possibilities 	<ul style="list-style-type: none"> Collect data Think it through completely Research the issues Ask questions Use reasoning and logic Consider current situation 	<ul style="list-style-type: none"> Make a list Organize the facts Plan it out Consider customs and traditions Be realistic and sensible Consider past experiences



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Go back through each section and count the total number of circled items that you have in column A, column B, column C and column D and for the three question choices. Add them up until you have a total for each column. Write your grand totals in the boxes below.

A's	B's	C's	D's

If you answered mostly A's, your style may be one of "Instinct".

If you answered mostly B's, your style may be one of "Cooperation".

If you answered mostly C's, your style may be one of "Logic".

If you answered mostly D's, your style may be one of "Responsibility".

If you answered with a mix of all styles, then you may have a more flexible approach to decision-making, and aspects of your personality may offset or counter other aspects. The similar scores may suggest that your style is more balanced, and none of the styles dominate.

Last Question Before the Big Reveal

Introversion and extroversion are not simply measures of being shy or being talkative. Instead, this facet of personality focuses on where we get our energy. The differences between the two ends of the spectrum also say something about our communication patterns, impulsivity, deliberation and risk-taking – all important factors in decision-making. Understanding where you are on the continuum will help you not only with your choices, but in getting along with others in general. So, with that in mind, answer the following:

Circle your place on each continuum below, then choose your overall preference

Get energy from being around others	<p style="text-align: center;">It depends</p>	Get energy from solitude and quiet time
Prefer team and group work and projects	<p style="text-align: center;">It depends</p>	Prefer independent work and projects
Take action first, think about it later	<p style="text-align: center;">It depends</p>	Think things through before taking action
Eager to jump into new social situations	<p style="text-align: center;">It depends</p>	Prefer to stick with my usual crowd
Parties, social events, networking meetings	<p style="text-align: center;">It depends</p>	Movie nights, dinner with close friends, home
Extrovert?	Ambivert?	Introvert?

Now, decide where you are on the overall continuum. Do you lean more toward the Extrovert or Introvert side? Or are you in the middle? Based on your answer, place an "e", an "i", or an "a" in front of your personality style (e.g., iResponsibility, eLogic, aInstinct, etc.), and write your preferred personal style in the box below.

My Personal Style is:



Personal Style Profiles

Sample Descriptions:

Instinct

People whose dominant personal style is Instinct are highly creative, “out of the box” thinkers who can always be counted on to come up with new ideas and think on their feet. They tend to be quick-witted, good communicators, smooth networkers and highly sociable.

Making Choices:

They do not need many details to make a decision, they instead focus on the big picture and tend to make quick decisions and don't look back.

Be Aware:

They may be impulsive at times and get impatient with others who want to think things through.

Cooperation

People with a dominant style of Cooperation are at their core relationship builders. They tend to be warm, nurturing, expressive and sensitive.

Making Choices:

They value relationships, and their interactions with others is a key part of their decision-making process.

Be Aware:

They may put off or avoid decisions that involve conflict and have a tendency to say “yes”, even though they shouldn't.

Logic

People whose dominant personal style is Logic are typically competent, independent and knowledgeable (about a little bit of everything). They are known as problem-solvers, thinkers and analyzers.

Making Choices:

They look to data, facts and analysis before making a decision and enjoy solving a complex problem.

Be Aware:

They may need excessive amounts of information and thinking time to make decisions and can be intolerant of irrational or illogical behaviors and decisions by others.

Responsibility

People whose dominant personal style is Responsibility are organized and efficient in most areas of their lives. They tend to be structured, cautious, traditional and have a strong sense of duty and honor.

Making Choices:

They tend to be cautious in making important decisions and approach them in a disciplined and organized manner.

Be Aware:

They may rigidly adhere to lists, schedules and timelines, and have difficulty adapting when things don't go as planned.

For the full description of your personal style including:

- Challenges you must conquer to make better decisions
- How to communicate with people with different styles
- How your introvert or extravert tendencies affect decisions,

Check out my book: *Ten Thousand Choices: Master Your Choices, Change Your Life.*

Available at Amazon now!



Introduction to Ten Thousand Choices

Get unstuck. Get things done. Improve your career. Be more productive. Balance all the different and competing facets of your life. Be the person you want to be.

The book, *Ten Thousand Choices: Master Your Choices, Change Your Life* (available now at Amazon) is a practical, hands-on guide for creating a personal plan for your future. With the help of a few simple tools, you will create a master plan that will enable you to make the choices that lead you toward your vision.

The process is logical and straightforward, the tools are easy to use and the final output will be an actionable plan you can build on for years to come. The book and assignment workbook (available in December) will guide you step-by-step through the process.

If you liked the sample, *Assignment 1: Personal Style*, register now to get updates on the workbook release, interesting reads and free planning materials.

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