

Personality Profile Test Strive to choose answers which are most often typical of your thoughts and/or actions. Subconsciously, you may want to avoid identifying—or facing--the real you, but tough it out. Don't cheat yourself by prettying things up. The potential rewards for honesty are too great. Now, enjoy the test. You are about to determine your true color.

Hartman Personality Profile

Directions: Mark an "X" by the one word or phrase that best describes what you are like most of the time. Choose only one response from each group. After you are finished question 30, total your scores for each letter.

Personality Strengths and Limitations

1. a) opinionated
b) nurturing
c) inventive
d) outgoing
3. a) dominant
b) sympathetic
c) tolerant
d) enthusiastic
5. a) decisive
b) loyal
c) contented
d) playful
7. a) assertive
b) reliable
c) kind
d) sociable
9. a) action-oriented
b) analytical
c) easygoing
d) carefree
11. a) determined
b) detail conscious
c) a good listener
d) a party person
13. a) responsible
b) idealistic
c) considerate
d) happy
15. a) strong-willed
b) respectful
c) patient
d) fun-loving
17. a) independent
b) dependable
c) even-tempered
d) trusting
2. a) power-oriented
b) a perfectionist
c) indecisive
d) self-centered
4. a) self-serving
b) suspicious
c) unsure
d) naive
6. a) arrogant
b) worry prone
c) silently stubborn
d) flighty
8. a) bossy
b) self-critical
c) reluctant
d) a teaser
10. a) critical of others
b) overly sensitive
c) shy
d) obnoxious
12. a) demanding
b) unforgiving
c) unmotivated
d) vain
14. a) impatient
b) moody
c) passive
d) impulsive
16. a) argumentative
b) unrealistic
c) directionless
d) an interrupter
18. a) aggressive
b) frequently depressed
c) ambivalent
d) forgetful

- | | |
|---|---|
| 19. a) powerful
b) deliberate
c) gentle
d) optimistic | 20. a) insensitive
b) judgmental
c) boring
d) undisciplined |
| 21. a) logical
b) emotional
c) agreeable
d) popular | 22. a) always right
b) guilt prone
c) unenthusiastic
d) uncommitted |
| 23. a) pragmatic
b) well-behaved
c) accepting
d) . spontaneous | 24. a) merciless
b) thoughtful
c) uninvolved
d) a show-off |
| 25. a) task-oriented
b) hard to please
c) diplomatic
d) lively | 26. a) tactless
b) sincere
c) lazy
d) loud |
| 27. a) direct
b) creative
c) adaptable
d) a performer | 28. a) calculating
b) self-righteous
c) self-deprecating
d) disorganized |
| 29. a) confident
b) disciplined
c) pleasant
d) charismatic | 30. a) intimidating
b) careful
c) unproductive
d) afraid to face facts |

Strength and Limitation Totals

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

Enter your totals in the proper spaces. Now let's see if you respond the same way to the following situations as you did to groups of descriptive words. Again, pick only one answer, and record your totals for each letter at the end of the section.

Situations

31. If I applied for a job, a prospective employer would most likely hire me because I am:
 - a. Driven, direct and delegating.
 - b. Deliberate, accurate and reliable.
 - c. Patient, adaptable and tactful.
 - d. Fun loving, spirited and casual.
32. When involved in an intimate relationship, if I feel threatened by my partner, I:
 - a. Fight back with facts and anger.
 - b. Cry, feel hurt and plan revenge.
 - c. Become quiet, withdrawn and often hold anger until I blow up over some minor issue later.
 - d. Distance myself and avoid further conflict.
33. For me, life is most meaningful when it:
 - a. Is task-oriented and productive.
 - b. Is filled with people and purpose.
 - c. Is free of pressure and stress.
 - d. Allows me to be playful, lighthearted and optimistic.

34. As a child, I was:
 - a. Stubborn, bright and/or aggressive.
 - b. Well-behaved, caring and/or depressed.
 - c. Quiet, easy-going and/or shy.
 - d. Too talkative, happy and/or playful.
35. As an adult, I am:
 - a. Opinionated, determined and/or bossy.
 - b. Responsible, honest and/or unforgiving.
 - c. Accepting, contented and/or unmotivated.
 - d. Charismatic, positive and/or obnoxious.
36. As a parent, I am:
 - a. Demanding, quick-tempered and/or uncompromising.
 - b. Concerned, sensitive and/or critical.
 - c. Permissive, easily persuaded and/or often overwhelmed.
 - d. Playful, casual and/or irresponsible.
37. In an argument with a friend I am most likely to be:
 - a. Verbally stubborn about facts.
 - b. Concerned about others' feelings and principles.
 - c. Silently stubborn, uncomfortable and/or confused.
 - d. Loud, uncomfortable and/or compromising.
38. If my friend was in trouble, I would be:
 - a. Protective, resourceful and recommend solutions.
 - b. Concerned, empathetic and loyal--regardless of the problem.
 - c. Supportive, patient and a good listener.
 - d. Nonjudgmental, optimistic and downplaying the seriousness of the situation.
39. When making decisions, I am:
 - a. Assertive, articulate, and logical.
 - b. Deliberate, precise, and cautious.
 - c. Indecisive, timid and reluctant.
 - d. Impulsive, uncommitted and inconsistent.
40. When I fail, I feel:
 - a. Silently self-critical, yet verbally stubborn and defensive.
 - b. Guilty, self-critical and vulnerable to depression--I dwell on it.
 - c. Unsettled and fearful, but I keep it to myself.
 - d. Embarrassed and nervous--seeking to escape the situation.
41. If someone crosses me:
 - a. I am angered, and cunningly plan ways to get even quickly.
 - b. I feel deeply hurt and find it almost impossible to forgive completely. Generally, getting even is not enough.
 - c. I am silently hurt and plan to get even and/ or completely avoid the other person.
 - d. I want to avoid confrontation, consider the situation not important enough to bother with and/or seek other friends.
42. Work is:
 - a. A most productive way to spend one's time.
 - b. A healthy activity, which should be done right if it's to be done at all. Work should be done before one plays.
 - c. A positive activity as long as it is something I enjoy and don't feel pressured to accomplish.
 - d. A necessary evil, much less inviting than play.

43. In social situations, I am most often:
- Feared by others.
 - Admired by others.
 - Protected by others.
 - Envied by others.
44. In a relationship, I am most concerned with being:
- Approved of and right.
 - Understood, appreciated and intimate.
 - Respected, tolerant and peaceful.
 - Praised, having fun and feeling free.
45. To feel alive and positive, I seek:
- Adventure, leadership and lots of action.
 - Security, creativity and purpose.
 - Acceptance and safety.
 - Excitement, playful productivity and the company of others.

Situations Totals

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

Now add your totals from number 1-30 to those from situation 31-45 to get grand totals. At this point, the four personality color types are assigned to each of the letters

GRAND TOTALS

Red (a) Blue (b) White (c) Yellow (d)

(Red) A's _____ (Blue)B's _____ (White)C's _____ (Yellow)D's _____