

PERSONALITY NEED TYPE PROFILE

The following behavioural comparisons are to be marked by placing a cross (x) in the bracket after the statement. Please think briefly, but carefully, about each of the 'comparisons' and then note your response that you see as being most representative of yourself.

Continue until you have placed a cross (x) on each of the comparison lines: -

Do you see yourself as being.....or.....?

e.g. Do you see yourself as being more Dominant or more Passive?

More Dominant	()	or	More Passive	()
More Get Your Own Way	()	or	More Accepting	()
More Bold	()	or	More Retiring	()
More Boastful	()	or	More Modest	()
More tough	()	or	More Sensitive	()
More Assertive	()	or	More Going Along	()
More Independent	()	or	Liles People Around	()
More Overbearing	()	or	More Reserved	()
More Pushy	()	or	More Subservient	()
More Forceful	()	or	More Docile	()
More Aggressive	()	or	More Complacent	()

Total (Left column only) ___ - Transfer to Dominant/ Passive scale. (A).

Please continue....

More Informal	()	or	More Formal	()
More friendly	()	or	More Impersonal	()
More Lively	()	or	More Inactive	()
More Playful	()	or	More Quiet	()
More Impulsive	()	or	More Serious	()
More Spontaneous	()	or	More Planful	()
More Casual	()	or	More Careful	()
More Disorganised	()	or	More Organised	()
More Warm	()	or	More Distant	()
More Flexible	()	or	More Inflexible	()
More People-Oriented	()	or	More Task-Oriented	()
More Outgoing	()	or	More Keeping to Yourself	()

Total (Left Column Only) ___ - Transfer to Informal/ Formal scale. (B).

The Personality Profile

The following is an excerpt from 'Advanced Professional Counselling' by Dr. John Clarks, detailing the behaviours of each personality need type, as identified by the Personality Need Type Profile questionnaire. Knowledge of your personality need type can be of use to the counsellor in many ways, such as, providing a basis for discussion, problem identification and problem solving with you.

TYPE 'A' BEHAVIOUR & NEEDS

Persons who generally demonstrate observable Type 'A' behaviour may be described as having stronger needs for self-recognition and, therefore, their behaviour and their needs would be described as follows:

This person...

In general behaviour:

Enjoys being the centre of attention.
May spend a lot of time on self-presentation.
May not work well in groups but when involved enjoys reporting.
Tends to be domineering and controlling.

At work:

Tends to work better on short-term projects.
May not work well in groups but does enjoy reporting.
May need regular encouragement to keep interested.
Excellent performer where personal skills are required and an 'up-front' person is needed.

In social life:

Likes to be the centre of attention.
Would probably have interests where he/she can be 'seen' to do well.
May sometimes come across as being ungracious.
Will often be the life of the party and a great entertainer.
Will probably be the one who arrives last and is best dressed.

In love:

Needs to be flattered, as is proud and passionate.
Could not handle criticism or being relegated to second place.
Demanding of attention and probably domineering.
Do not expect attention when this person is otherwise occupied.

TYPE 'B' BEHAVIOUR & NEEDS

Persons who generally demonstrate observable Type 'B' behaviour may be described as having stronger needs for social involvement and, therefore, their behaviour and their needs would be described as follows:

This person...

In general behaviour:

Tends to be very outgoing, social and friendly.

Usually needs the company of other people.

Usually accepting of other people and their ideas.

May appear a little unconventional and not very serious,

At work:

Works best on group projects.

Usually does not like directing the activities of others.

Usually is well liked and has noticeable skills in the interpersonal areas.

Do not isolate this person from the group and expect performance.

May go to work just for the social involvement.

In social life:

Normally dresses carefully for the occasion. Enjoys a well-organised and active social life.

Usually a good entertainer at home and an interesting guest.

Keeps up with the latest trends and fashions.

In love:

May be flirtatious even if just for fun.

May appear humorous and lighthearted.

Often undemonstrative in his/her love life.

Could need a lot of entertaining and will expect to be looked after.

Likes theatres and restaurants rather than candles at home,

TYPE 'C' BEHAVIOUR & NEEDS

Persons who generally demonstrate observable Type 'C' behaviour may be described as having stronger needs for security and, therefore, their behaviour and their needs would be described as follows:

This person...

In general behaviour:

Generally keeps in the background.

Although not loud, does like having others around.

This person is generally loyal and dependable.

Often quiet and unassuming.

Do not expect this person to be an instant decision maker.

At Work:

Is detailed-minded and could hold two jobs to save money.

Is persevering and does not mind how much work he/she is given.

Does not particularly enjoy reporting.

Works well on long-term projects.

Will be there on wet days and with the flu.

In social life:

Enjoys a balance between social and private activity.

Usually dresses conservatively but appropriately.

Acceptance by other people is very important to this person.

Usually has well developed but conservative social graces.

In love:

If you are looking for someone to support you, look no further.

May be looking for a friend rather than a lover.

Usually faithful and devoted.

Always there when needed.

Usually a reliable and stable mate.

TYPE 'D' BEHAVIOUR & NEEDS

Persons who generally demonstrate observable Type '1)' behaviour may be described as having strange•, needs for self-fulfilment and, therefore. their behave lour and their needs would be described as follows:

This person...

In general behaviour:

Tends to be very individualistic, persevering and achievement oriented.
Often very interesting and forward thinking.
Does not know what second place is.
Tends to be extremely competitive.
Usually speaks well and forcefully.
Tends naturally to take control.

At work:

Displays a high degree of creativity and enthusiasm.
Prefers to work alone and is not a group person.
Thinks the office parties are a waste of time.
Usually has the job done while others are thinking about it.
Try to involve this person at the planning stage.

In social life:

Is generally very conservative.
Usually does not enjoy large crowds or noisy places.
Prefers to be with small groups of like-minded people.
Not the snappiest dresser in the world.
Usually does not have good people skills.

In Love

Romantic and passionate.
Often loves blindly and makes the total commitment.
There is only one partner in the world – his/ hers.
Enjoys the intimate dinner for two.