

TEMPERAMENT ASSESSMENT

Each number presents two statements. Assign 3 points between each pair, based on your point of view. Point distributions are 3 and 0 or 2 and 1, no half-points. If you relate to A and not to B, A = 3 and B = 0. If you agree a bit with A but more with B, A = 1 and B = 2. Respond based on your inner nature, not what you think is “right.”

1.	A	Brainstorming is best when ideas are spontaneously shared.
	B	Brainstorming is best when topics are distributed in advance.
2.	A	An ideal day off features time on my own.
	B	An ideal day off is spent with others.
3.	A	People may consider me to be a private person.
	B	People may think I talk too much.
4.	A	When networking, I am good at circulating the room.
	B	When networking, I usually focus on one or two people.
5.	A	I prefer working independently.
	B	I prefer working as part of a team.
6.	A	Ideas come to me by thinking things over.
	B	Ideas come to me by talking things through.
7.	A	I prefer being with a group of people at lunch.
	B	I prefer one-on-one or alone time at lunch.
8.	A	I am uncomfortable making small talk.
	B	I am a natural conversationalist.
9.	A	I enjoy most people's company.
	B	I cherish a few true friends.
10.	A	I am often misunderstood.
	B	I am easily understood.
11.	A	I have numerous, diverse interests.
	B	I have a few interests I pursue in depth.
12.	A	Colleagues get to know me easily.
	B	Most colleagues do not know me well.

Now enter your points and total the columns.

Assessment Scorecard

1.	A =	B =
2.	B =	A =
3.	B =	A =
4.	A =	B =
5.	B =	A =
6.	B =	A =
7.	A =	B =
8.	B =	A =
9.	A =	B =
10.	B =	A =
11.	A =	B =
12.	A =	B =
Totals:	Extrovert =	Introvert =

33–36: Strong preference for your dominant style

28–32: Clear preference for your dominant style

23–27: Moderate preference for your dominant style

19–22: Slight preference for your dominant style



Take Action! “Your Job Grid”

Networking can morph into a nebulous, unformulated task. If amoeba impressions are not your thing, try adapting this system to organize your networking efforts. ***Your Job Grid*** is an insta-structure for growing your infrastructure. How about that?

The grid works as follows. You can enter up to four names in each of the four boxes. **Box A** is for individuals you have met with whom there seems to be mutual interest.

Box B is for those folks who have demonstrated *they* would like an ongoing connection, but *you* are not currently convinced of the benefit or your own interest.

You have a concerted interest in the people of **Box C**, but they do not seem to be aware of you at this point.

Box D is for potential contacts, people you know of through the grapevine or names provided by others. You either have not met them directly or don't know them well enough to know your standing.

Your Job Grid

Me ▶ Them ▼	I'm Interested	Not Sure
Demonstrated Interest	Box A. 1) 2) 3) 4)	Box B. 1) 2) 3) 4)
Not on Their Radar	Box C. 1) 2) 3) 4)	Box D. 1) 2) 3) 4)

An organized networker can have people in all four boxes at any given time. As you pursue the relationships, placement of each contact within the grid will likely shift.

Caution: Exceeding the numbered spaces provided for active pursuits could entangle you in too many simultaneous loops.