MARY KAY®

WHAT IS YOUR PERSONALITY TYPE?

Below is a list of general characteristics of each of the four personality types. Check the characteristics that correspond to your own style to give you an idea of which personality you may possess.

	D	I	S	C
Motivated By	Challenge	Recognition	Stability	Order
Stressed By	Losing Control	Too many details	Change	Disorganization
Comes Across As	Strong-Willed	Enthusiastic	Peacekeeping	Detail-oriented
Limited By	Skepticism, Impatience	Impulsive, lack of follow-through	Resistance to change	Difficulty seeing the big picture

DOMINANT

Are you driven?
Are you ambitious?
Are you results-oriented?
Are you a doer?
Are you a problem-solver?
Do you tend to be direct with others?
Do you tend to be demanding?
Do you like to be in control?
Do you like to make your own rules?
Do you tend to make decisions quickly?

INFLUENTIAL

Are you inspirational?
Are you influential?
Are you interested in people?
Do you tend to be enthusiastic?
Do you love to socialize?
Do you tend to be the life of the party?
Do you tend to be spontaneous?
Do you enjoy receiving recognition?
Do you enjoy giving recognition?
Do you tend to make decisions quickly?

STEADY

Are you supportive?
Are you submissive?
Are you steady?
Are you a warm person?
Are you loyal?
Are you consistent?
Do you tend to be family-oriented?
Do you tend to be slow to change?
Do you tend to be security-minded?
Do you avoid making quick decisions?

COMPLIANT

Are you cautious?
Are you calculating?
Are you careful?
Are you conscientious?
Are you organized?
Do you tend to be detail-oriented?
Do you like to take notes and make lists?
Do you tend to be a perfectionist?
Do you tend to be critical?
Do you avoid making quick decisions?

Based on this exercise, which personality type do you think you possess?

Note: The lists shown above are meant to describe general characteristics of each of the four major personality types. Everyone possesses characteristics from the 4 styles, but typically have one or two that dominate.

RACE FOR RED