



## Scoring

Write the number you wrote for each question onto the blanks below. Total the columns; the highest score is your dominant style or energy.

### Head - Analyzer

\_\_\_\_\_ 1.  
 \_\_\_\_\_ 5.  
 \_\_\_\_\_ 9.  
 \_\_\_\_\_ 13.  
 \_\_\_\_\_ 17.  
 \_\_\_\_\_ 21.

### Heart - Harmonizer

\_\_\_\_\_ 2.  
 \_\_\_\_\_ 6.  
 \_\_\_\_\_ 10.  
 \_\_\_\_\_ 14.  
 \_\_\_\_\_ 18.  
 \_\_\_\_\_ 22.

### Gut - Intuitor

\_\_\_\_\_ 3.  
 \_\_\_\_\_ 7.  
 \_\_\_\_\_ 11.  
 \_\_\_\_\_ 15.  
 \_\_\_\_\_ 19.  
 \_\_\_\_\_ 23.

### Feet - Actualizer

\_\_\_\_\_ 4.  
 \_\_\_\_\_ 8.  
 \_\_\_\_\_ 12.  
 \_\_\_\_\_ 16.  
 \_\_\_\_\_ 20.  
 \_\_\_\_\_ 24.

Total

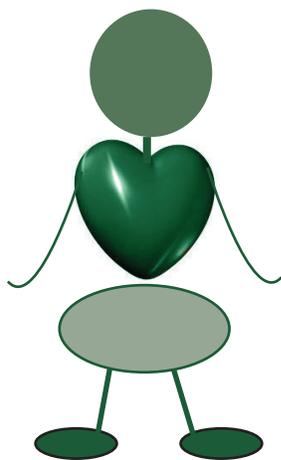
Total

Total

Total

## The Four Styles

Each personality-based work style has unique strengths and challenges. The following diagram is intended to help you think about yours. Note your strongest and secondary styles, as well as your lowest scoring style. The following chart shows some strengths and focuses of each style, as well as some challenges people can face when one style becomes too dominant.



### Head - Analyzer

Strengths: Analysis, strategy.  
 Challenges: Over-processing, not taking enough action.

### Heart - Harmonizer

Strengths: Peacemaking, building relationships.  
 Challenges: Trying to please all. Taking too much time.

### Gut - Intuitor

Strengths: Creativity, inspiring others.  
 Challenges: Making decisions too quickly, leaving others behind.

### Feet - Actualizer

Strengths: Doing, practicality.  
 Challenges: Taking on too much, not planning enough.