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Name:_____ Class:_____ Date:_____

Chapter 02: Personality Types...

1. When you have heightened understanding of your own personality type, you can identify situations and approaches that will be most conducive to your success.

a. True

b. False

ANSWER: True
POINTS: 1
QUESTION TYPE: True / False
HAS VARIABLES: False
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2. Most people have a single temperament type.

a. True

b. False

ANSWER: False
POINTS: 1
QUESTION TYPE: True / False
HAS VARIABLES: False
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3. Sanguines tend to be impractical and disorganized.

a. True

b. False

ANSWER: True
POINTS: 1
QUESTION TYPE: True / False
HAS VARIABLES: False
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4. To cholerics, excitement and emotions are more important than being responsible and following the rules.

a. True

b. False

ANSWER: False
POINTS: 1
QUESTION TYPE: True / False
HAS VARIABLES: False
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5. Cholerics prefer people who are carefree with their money and live for the moment.

a. True

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b. False

ANSWER: False
POINTS: 1
QUESTION TYPE: True / False
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6. The melancholic type is often referred to as the dark temperament.

a. True
b. False

ANSWER: True
POINTS: 1
QUESTION TYPE: True / False
HAS VARIABLES: False
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7. Melancholics prefer to work independently.

a. True
b. False

ANSWER: True
POINTS: 1
QUESTION TYPE: True / False
HAS VARIABLES: False
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8. Phlegmatics are typically passive and extreme introverts.

a. True
b. False

ANSWER: True
POINTS: 1
QUESTION TYPE: True / False
HAS VARIABLES: False
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9. Temperaments or attitudes can usually be entirely eliminated or changed when necessary.

a. True
b. False

ANSWER: False
POINTS: 1

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10. People with different dominant styles have different time orientations.
    a. True
    b. False
ANSWER: True
POINTS: 1
QUESTION TYPE: True / False
HAS VARIABLES: False
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11. Some personality types are better than others.
    a. True
    b. False
ANSWER: False
POINTS: 1
QUESTION TYPE: True / False
HAS VARIABLES: False
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12. People with personality types of which introversion is a common characteristic will always be introverted in all situations.
    a. True
    b. False
ANSWER: False
POINTS: 1
QUESTION TYPE: True / False
HAS VARIABLES: False
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13. Sanguine personalities have a more authoritarian attitude, whereas choleric personalities have a more democratic attitude.
    a. True
    b. False
ANSWER: False
POINTS: 1
QUESTION TYPE: True / False

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HAS VARIABLES: False
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14. Relaters are relationship oriented.
    a. True
    b. False
ANSWER: True
POINTS: 1
QUESTION TYPE: True / False
HAS VARIABLES: False
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15. Assertive behavior is considered undesirable.
    a. True
    b. False
ANSWER: False
POINTS: 1
QUESTION TYPE: True / False
HAS VARIABLES: False
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16. Our personalities are the product of:
    a. genetics
    b. environmental factors
    c. both genetics and environmental factors
    d. neither genetics nor environmental factors
ANSWER: c
POINTS: 1
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
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17. A personality profile enables you to:
    a. create situations that will give you the best chances of success
    b. increase your understanding and appreciation of other personality types
    c. predict and minimize potential conflicts with others
    d. All of these answers are correct.
ANSWER: d
POINTS: 1

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Chapter 02: Personality Types...

QUESTION TYPE: Multiple Choice
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18. Sanguines:
a. dislike adventure
b. need the freedom of immediate action
c. take pride in being highly skilled in a single field
d. tend to be poor negotiators
ANSWER: b
POINTS: 1
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
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19. Sanguines typically dislike:
a. authority b. opportunities
c. competition d. options
ANSWER: a
POINTS: 1
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
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20. Which of the following is NOT a common weakness of cholerics?
a. They are typically very reliant on others.
b. They tend to be bossy.
c. They usually do not give up when they are losing.
d. They often find it very difficult to apologize.
ANSWER: a
POINTS: 1
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
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21. Cholerics generally:
a. dislike nonconformity and disobedience b. respect charisma and artistic expression
c. foster institutions and traditions d. All of these answers are correct.
ANSWER: c

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POINTS: 1
QUESTION TYPE: Multiple Choice
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22. Those with melancholy personalities:
    a. seek to express themselves by becoming experts in everything
    b. are commonly complex individuals of great analytical ability
    c. do not express their emotions openly, but experience deep feelings
    d. All of these answers are correct.

ANSWER: d
POINTS: 1
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
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23. Melancholics typically dream of:
    a. wealth and influence b. truth and accuracy
    c. freedom d. love and affection

ANSWER: b
POINTS: 1
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
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24. Phlegmatic students:
    a. function best when working independently
    b. flourish when conflicts arise
    c. need to feel valued and reassured
    d. are typically quiet

ANSWER: c
POINTS: 1
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
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25. Which of the following is a common characteristic of socializers?
    a. They have good persuasive skills. b. They move, act, and speak slowly.
    c. They are very detail oriented. d. They are averse to taking risks.

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ANSWER: a
POINTS: 1
QUESTION TYPE: Multiple Choice
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26. Which of the following is NOT a characteristic of directors?
    a. They display good administrative skills. b. They want to be in charge.
    c. They enjoy solitary, intellectual work. d. They move, act, and speak quickly.

ANSWER: c
POINTS: 1
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
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27. If you have a thinker style, it is recommended that you:
    a. aim for perfection
    b. reduce your emphasis on control of conditions
    c. reduce your need for approval from others
    d. soft-pedal your tendency to focus on weakness

ANSWER: d
POINTS: 1
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
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28. Relaters commonly:
    a. enjoy teamwork b. seek tranquility, calmness, and peace
    c. move, act, and speak slowly d. All of these answers are correct.

ANSWER: b
POINTS: 1
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
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29. Passive communicators do NOT:
    a. express feelings
    b. keep thoughts and ideas inside
    c. allow others to make choices for them

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d. allow others to take charge of the moment

ANSWER: a
POINTS: 1
QUESTION TYPE: Multiple Choice
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30. Aggressive communicators:

a. hide their negative feelings
b. try to avoid hurting others when they speak
c. dislike being in control
d. make choices for others

ANSWER: d
POINTS: 1
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
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31. Hippocrates identified blood as _____ and associated it with lively temperaments.

ANSWER: sanguine
POINTS: 1
QUESTION TYPE: Completion
HAS VARIABLES: False
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32. Hippocrates identified yellow bile as _____ and associated it with active temperaments.

ANSWER: choleric
POINTS: 1
QUESTION TYPE: Completion
HAS VARIABLES: False
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33. Hippocrates identified black bile as _____ and associated it with dark temperaments.

ANSWER: melancholy
POINTS: 1
QUESTION TYPE: Completion
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34. Hippocrates identified phlegm as _____ and associated it with slow temperaments.
ANSWER: phlegmatic
POINTS: 1
QUESTION TYPE: Completion
HAS VARIABLES: False
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35. The Myers-Briggs Type Indicator is an example of a _____ test.
ANSWER: personality
POINTS: 1
QUESTION TYPE: Completion
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36. An _____ statement is a positive declaration about who we are and what we can become.
ANSWER: affirmation
POINTS: 1
QUESTION TYPE: Completion
HAS VARIABLES: False
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37. Like directors, _____ tend to be task oriented, but they move, act, and speak slowly.
ANSWER: thinkers
POINTS: 1
QUESTION TYPE: Completion
HAS VARIABLES: False
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38. When you exhibit _____ behavior, it may imply that you are holding back your true feelings and ideas.
ANSWER: passive
POINTS: 1
QUESTION TYPE: Completion
HAS VARIABLES: False
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39. The goals of _____ leaders are to win, dominate, intimidate, overpower, and get what they want when they want it.

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ANSWER: aggressive
POINTS: 1
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40. Identify six of the sources of personal success for phlegmatic personalities.
ANSWER: The sources of personal success for phlegmatic personalities include:

1. Authenticity as a standard
2. Seeking reality
3. Devotion to relationships
4. Cultivating potential in others
5. Assuming creative roles in life's drama
6. Writing and speaking with poetic flair
7. Self-searching
8. Having a life of significance
9. Sensitivity to subtlety
10. Spirituality
11. Making a difference in the world
12. Seeking harmony

POINTS: 6
QUESTION TYPE: Subjective Short Answer
HAS VARIABLES: False
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41. List five of the recommended strategies for adapting to a person who is a socializer.
ANSWER: The recommended strategies for adapting to socializers include:

1. Demonstrating sincere interest in the person
2. Validating the person's opinions, ideas, and dreams
3. Complimenting the person's appearance, creativity, persuasiveness, and charisma
4. Avoiding conflict and arguments
5. Agreeing and making notes of the specifics of any agreement
6. Allowing the person to speak freely and fully
7. Allowing the discussion to develop naturally and occasionally go off the topic
8. Being entertaining and moving quickly

POINTS: 5
QUESTION TYPE: Subjective Short Answer
HAS VARIABLES: False
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42. Explain what you can do to help increase the self-esteem of directors.
ANSWER: You can increase the self-esteem of directors by praising and rewarding them in ways most

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meaningful to them. This includes:

1. Being honest and sincere
2. Specifically praising their actual accomplishments
3. Noting accuracy, efficiency, and thoroughness in their performance
4. Acknowledging their sense of responsibility
5. Describing how the task they completed affects the well-being of others
6. Recognizing significant contributions from their efforts

POINTS: 6
QUESTION TYPE: Subjective Short Answer
HAS VARIABLES: False
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43. When might aggressiveness be an appropriate and effective response to a situation?

ANSWER: Aggressiveness is recommended in situations where there is confusion, when it is time to move and no one is moving, when questionable ethics are involved, when you need to get people's attention and emphasize the importance of a matter, and when there is great tension and you need to clear the air.

POINTS: 1
QUESTION TYPE: Subjective Short Answer
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