Have you checked your personality lately?

We check our oil!

We check our hair!

We check our temperature!

We check our messages!

Why not check our personality?
A dad was playing with his small son one day. Out of the blue the son asked

“Dad, where did I come from?”

Dad sighed to himself, rolled his eyes and began the best he could to explain
the “facts of life” to a four year-old. Being a dad is not easy!

Shortly into the explanation, he noticed his son’s eyes were glazing over. He
asked his son “Are you following what I am saying?” His son replied:

“I guess so. But my friend Davey comes from Chicago.”
I just wondered where I came from?”
Greenville, SC

Population: (County) = 525,500 … (City) = 69,750

Location: Foothills of the Blue Ridge Mountains

Home to: World’s largest BMW manufacturing plant
Michelin Tire – N & S American HQ
Furman University – 2,970 students (Est. 1826)

Some City Top 10’s

10th Best city in U.S. for Livability
3rd Best small city in the U.S.
9th Best city for people under 35
5th Best southern city
9th Best U.S. city on the “rise”
3rd Most “tasteful” city in the south
Where am I “coming” from?

[B.S. – Statistics …. M.B.A. – Marketing]

- Product Manager – Xerox Corp.
- Dir. U.S. Market Research – Xerox Corp.
- Dir. U.S. Client Relations – NOP Research Ltd. (UK)
- Sr. Client Executive – Wirthlin Polling (DC)

Principal Consultant – Market Resource Associates

35 + years market consulting, research & public opinion polling
[North America and E.U. Markets]
Disclaimer!
“A statement that denies something, especially responsibility!”

As you read,
I am not a trained psychologist and a specialist in the field of personality,
even though I have one!
Nor,
do I play one on television!

This program is strictly for fun!
A “not to worry” note”…

We are going to cover a very significant amount of material in this one session!
[i.e., I couldn’t decide what to cut out, so, I left it ALL in!]

I will send you a pdf copy of the entire session after we wrap up today!
[Your OLLI Director says it’s ok!]

I will stay “on” today as long as you have questions!
[I promise! Scout’s honor!]
Ok! Let’s have some fun with personality!

- The feeling one has when forced to participate in workplace team building exercises:
  - On the surface: Cool as a cucumber
  - On the inside: Squirrel in traffic

- Just saw a squirrel trying to carry a wine bottle up a tree.
  - I think I found my spirit animal.
SELFLESSNESS
I have uncontrollable urges to show people better ways to do things

NARCISSISM
I believe that stupid people were put on this planet just to test my anger management skills

AS LONG AS YOU KNOW MEN ARE LIKE CHILDREN YOU KNOW EVERYTHING
Coco Chanel
The Way You Laugh Reveals Your Personality! *

• **Giggle** -- You're an optimist with a vibrant, youthful outlook on life. You're a fun-loving free spirit who loves to see pomposity being deflated,

• **Guffaw** -- This hearty, deep-seated belly laugh reveals you're uninhibited, willing to take chances and seize opportunities. People like you because you can be entertaining and you enjoy company.

• **Cackle** -- This is a loud laugh that carries often heard above the roar of a crowd. Your piercing laugh reveals that you like to let yourself go. A born life-of-the-party type who enjoys telling jokes. If confronted with a problem, you appear bold and successful.

• **Snicker** -- This involves you laughing under your breath an indication that you often see the funny side to a situation even when others do not. People like you because you're easy to get along with and never fly off the handle.

• **Snort** -- A snort results when you try to bottle up your laughter and it ends up in your nose. A tendency to restrain laughter indicates you're shy and do not like to call attention to yourself. You're also modest, thoughtful and believe in following the rules. You're sensitive to the feelings of others and are admired for your refinement.

• **Ordinary laughter** -- This type of laughter well-modulated, appropriate and never too loud shows you like to be one of the crowd. You apply yourself and work hard but never try to hog the credit. You are patient, kindhearted and reliable an excellent friend to others.

* SOURCE: [The Way You Laugh Reveals Your Personality](https://b105country.com/the-way-you-laugh-reveals-your-personality)
Did you know …

A 1754 woodcut illustration accompanying an essay by Benjamin Franklin in his “Pennsylvania Gazette” newspaper. This is the first instance of the American Colonies being depicted as a snake.

In 1775, as the American Revolution began, South Carolina politician Christopher Gadsden expanded on Franklin’s idea, when he created the yellow flag with a coiled rattler and the phrase Don’t Tread on Me!

Franklin chose the rattlesnake as a symbol because a.) it was native to North America and b.) it has 13 rattles!
What *might* a front-door mat say about our personality?
But then, what about these?
So, what can we learn about someone’s personality … from their bumper sticker?
Women are Natural Leaders
You're Following One Now

Alcohol and Calculus don't mix
Don't Drink and Derive
And then, there is this person!
Good advice for all of us!
But, there’s more to *personality* than bumper stickers … right?
What is Personality?

- How would you define personality?
- “Personality psychologists” study how people:

  THINK
  FEEL
  BEHAVE

- Your personality is a relatively stable combination or these characteristics
Ok! Let’s do a few …

*Personality “Warm-ups”*
What do you see?
If you see a man or a woman **first** is said to reflect your dominant personality traits

The left side of the brain is linked with being more analytical, verbal and orderly, and is better at tasks such as reading and writing.

By comparison, the right is considered to be the more creative side and is linked with being more visual and intuitive.

The way you interpret an image that can be seen in more than one way is thought to reveal **which side of your brain is more dominant** and in turn, can indicate your type of personality.

The two interpretations (either an old man or a young woman/girl) can speak to someone's inner psyche ... and their mental age too.

What does it mean if I saw the old man?

If the first thing you saw was an image of an old man’s face with a moustache, it is said you are a calm, honest and faithful person, who is seen as trustworthy and reliable by others.

You are a natural leader who can take initiative and others look to you when they need guidance or wisdom.

You are something of a perfectionist, which can be a source of stress, but you carefully follow steps to reach your goals which prevents you from making impulsive decisions.

What does it mean if I saw the young woman?

If you spotted the back of a young woman’s head in the image first, you are said to be an optimistic and curious person, with lots of positive energy.

You are impetuous and have a tendency to act based on impulsive decisions, but are passionate about trying new things.

You usually look for the best in everything and enjoy helping others, with people often looking to you for positivity.

People who see the young woman are also said to be strong and resilient, but would benefit from sharing problems with others and seeking support when needed, rather than keeping things to themselves.
If you see a man or a woman **first** is said to reflect your dominant personality traits
“Many contemporary personality psychologists believe that there are five basic dimensions of personality, often referred to as the "Big 5" personality traits.” *

* SOURCE: https://www.verywellmind.com/the-big-five-personality-dimensions-2795422
Did you notice …

<table>
<thead>
<tr>
<th>C</th>
<th>Conscientiousness</th>
</tr>
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<tbody>
<tr>
<td>A</td>
<td>Agreeableness</td>
</tr>
<tr>
<td>N</td>
<td>Neuroticism</td>
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<tr>
<td>O</td>
<td>Openness</td>
</tr>
<tr>
<td>E</td>
<td>Extraversion</td>
</tr>
</tbody>
</table>

SOURCE: https://www.verywellmind.com/the-big-five-personality-dimensions-2795422
Conscientiousness

1 2 3 4 5 6 7 8 9

Agreeableness

1 2 3 4 5 6 7 8 9

Neuroticism

1 2 3 4 5 6 7 8 9

Openness

1 2 3 4 5 6 7 8 9

Extraversion

1 2 3 4 5 6 7 8 9
<table>
<thead>
<tr>
<th>Score</th>
<th>Characteristics</th>
</tr>
</thead>
</table>
| Low (1) | - Dislikes structure and schedules  
- Makes messes and doesn't take care of things  
- Fails to return things or put them back where they belong  
- **Procrastinates** important tasks  
- Fails to complete necessary or assigned tasks |
| High (9)| - Spends time preparing  
- Finishes important tasks right away  
- Pays attention to detail  
- Enjoys having a set schedule |
Agreeableness

Low Score

• Takes little interest in others
• Doesn't care about how other people feel
• Has little interest in other people's problems
• Insults and belittles others
• Manipulates others to get what they want

High Score

• Has a great deal of interest in other people
• Cares about others
• Feels empathy and concern for other people
• Enjoys helping and contributing to the happiness of other people
• Assists others who are in need of help
Neuroticism

Low Score

• Emotionally stable
• Deals well with stress
• Rarely feels sad or depressed
• Doesn't worry much
• Is very relaxed

High Score

• Experiences a lot of stress
• Worries about many different things
• Gets upset easily
• Experiences dramatic shifts in mood
• Feels anxious
• Struggles to bounce back after stressful events
<table>
<thead>
<tr>
<th>Openness</th>
<th>Low Score</th>
<th>High Score</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>• Dislikes change</td>
<td>• Very creative</td>
</tr>
<tr>
<td></td>
<td>• Does not enjoy new things</td>
<td>• Open to trying new things</td>
</tr>
<tr>
<td></td>
<td>• Resists new ideas</td>
<td>• Focused on tackling new challenges</td>
</tr>
<tr>
<td></td>
<td>• Not very imaginative</td>
<td>• Happy to think about abstract concepts</td>
</tr>
<tr>
<td></td>
<td>• Dislikes abstract or theoretical concepts</td>
<td></td>
</tr>
</tbody>
</table>
Extraversion

Low Score

• Prefers solitude
• Feels exhausted when having to socialize a lot
• Finds it difficult to start conversations
• Dislikes making small talk
• Carefully thinks things through before speaking
• Dislikes being the center of attention

High Score

• Enjoys being the center of attention
• Likes to start conversations
• Enjoys meeting new people
• Has a wide social circle of friends and acquaintances
• Finds it easy to make new friends
• Feels energized when around other people
• Says things before thinking about them
Ok! Let’s try an exercise!

**Instructions**

“*My friends and relatives think of me as …*”

- List the letters C A N O E on a small sheet of paper
- There are five personality characteristics to consider – C A N O E
  How do you believe your friends and relatives perceive you on a 1-9 scale (“Low” to “High”) for EACH
- WRITE the scale number selected under each characteristic – C A N O E
- TAKE 5-6 minutes; go with your *very first* impulse; refer to definitions

△ Next, we will chat about your reactions to the exercise!
(NO! You don’t have to reveal your exact scores!)
<table>
<thead>
<tr>
<th>C A N O E</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Conscientiousness</td>
</tr>
<tr>
<td>2 Agreeableness</td>
</tr>
<tr>
<td>3 Neuroticism</td>
</tr>
<tr>
<td>4 Openness</td>
</tr>
<tr>
<td>5 Extraversion</td>
</tr>
</tbody>
</table>
**Conscientiousness**
- **High Score**
  - Spends time preparing
  - Finishes important tasks right away
  - Pays attention to detail
  - Enjoys having a set schedule

- **Low Score**
  - Dislikes structure and schedules
  - Makes messes and doesn't take care of things
  - Fails to return things or put them back where they belong
  - Procrastinates important tasks
  - Fails to complete necessary or assigned tasks

**Agreeableness**
- **High Score**
  - Has a great deal of interest in other people
  - Cares about others
  - Feels empathy and concern for other people
  - Enjoys helping and contributing to the happiness of other people
  - Assists others who are in need of help

- **Low Score**
  - Takes little interest in others
  - Doesn't care about how other people feel
  - Has little interest in other people's problems
  - Insults and belittles others
  - Manipulates others to get what they want

**Neuroticism**
- **High Score**
  - Experiences a lot of stress
  - Worries about many different things
  - Gets upset easily
  - Experiences dramatic shifts in mood
  - Feels anxious
  - Struggles to bounce back after stressful events

- **Low Score**
  - Emotionally stable
  - Deals well with stress
  - Rarely feels sad or depressed
  - Doesn't worry much
  - Is very relaxed

**Openness**
- **High Score**
  - Very creative
  - Open to trying new things
  - Focused on tackling new challenges
  - Happy to think about abstract concepts

- **Low Score**
  - Dislikes change
  - Does not enjoy new things
  - Resists new ideas
  - Not very imaginative
  - Dislikes abstract or theoretical concepts

**Extraversion**
- **High Score**
  - Enjoys center of attention
  - Likes to start conversations
  - Enjoys new people
  - Has a wide social circle of friends and acquaintances
  - Easy making new friends
  - Feels energized when around other people
  - Says things before thinking about them

- **Low Score**
  - Prefers solitude
  - Feels exhausted when having to socialize a lot
  - Finds it difficult to start conversations
  - Dislikes making small talk
  - Carefully thinks things through before speaking
  - Dislikes being the center of attention
Let’s talk about CANOE!

1 Conscientiousness  2 Agreeableness  3 Neuroticism  4 Openness  5 Extraversion

► How hard/easy did you find this exercise to complete?
► Did you “identify” with characteristics in each of the five?
► How “well” do think the “score” identifies you from 1 – 9?
► Would others in your “orbit” agree with your assessment?
Let’s try another very different exercise!

Sherwin Williams, the paint company, has associated color preferences with potential personalities.
The Sherwin Williams Color Personality Test!

Free Spirit ?
Trendsetter ?
Naturalist ?
Minimalist ?

Creative ?
Nurturer ?
Enthusiast ?
Dreamer ?

Which one are you?
https://www.sherwin-williams.com/content/colorid

Our exclusive palettes have been thoughtfully curated to reflect your personality. The colors are perfectly coordinated, allowing you to mix and match with confidence. Simply choose the colors that move you and watch any room come together effortlessly.
The Color Personality Test!

► Can your personality be predicted from the colors you choose?
► The Sherwin Williams Paint Co. has assembled 8 color sets to consider!
► A color set is “the range of colors used in a particular interior decor”.
► On the following slide, 8 different sets of colors are displayed.
  - Look at each set as a group of colors; don’t focus on one color.
  - Select the set of colors (the grouping) that is most pleasing to you.

  Hint: Don’t over-analyze the set; Go with your first instinct.

  [Remember the set number; We WILL show you all 8 titles!]

Take, um, say 3 minutes!

So, which set did you pick?
Can’t wait for the answer?

Free Spirit ?
Trendsetter ?
Naturalist ?
Minimalist ?

Thrilling

Creative ?
Nurturer ?
Enthusiast ?
Dreamer ?

Ok! The next two slides are Sherwin William’s interpretation!
How does it “square” with your view?
1 Free Spirit
2 Trendsetter
3 Naturalist
4 Minimalist
5 Creative
6 Nurturer
7 Enthusiast
8 Dreamer
So, what do you think?

<table>
<thead>
<tr>
<th>#</th>
<th>Your “type”</th>
<th>#</th>
<th>Your “type”</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Free Spirit</td>
<td>5</td>
<td>Creative</td>
</tr>
<tr>
<td>2</td>
<td>Trendsetter</td>
<td>6</td>
<td>Nurturer</td>
</tr>
<tr>
<td>3</td>
<td>Naturalist</td>
<td>7</td>
<td>Enthusiast</td>
</tr>
<tr>
<td>4</td>
<td>Minimalist</td>
<td>8</td>
<td>Dreamer</td>
</tr>
</tbody>
</table>
Shall we try another one?
Ready to try the “5 Minute Personality Test”? *

Do you see yourself as critical and quarrelsome? Reserved and quiet? Based upon the Ten-Item Personality Inventory (TIPI), the Five Minute Personality Quiz explains your scores as they relate to the key Big 5 Personality Traits: extraversion, agreeableness, conscientiousness, emotional stability, and openness to experience.

➢ Get out a sheet of paper, lined if available
➢ Number down the side from 1 – 10, 2+ lines apart
➢ Write the letters L O G B across the top
➢ Get a calculator (smart phone?) and pencil/pen

SOURCE: https://www.thehealthy.com/mental-health/personality-test-free
The 5 Minute Personality Test *

In EACH line place a “4” in the column with the word/phase most like you.
Staying on that line, place a “3” in the column next most like you.
Similarly, place a “2” and a “1” in the two remaining columns.

<table>
<thead>
<tr>
<th>Q.</th>
<th>L</th>
<th>O</th>
<th>G</th>
<th>B</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Likes Authority</td>
<td>#</td>
<td>Enthusiastic</td>
<td>#</td>
</tr>
<tr>
<td>2</td>
<td>Takes Charge</td>
<td>Takes Risks</td>
<td>#</td>
<td>Loyal</td>
</tr>
<tr>
<td>3</td>
<td>Determined</td>
<td>Visionary</td>
<td>Calm, Even keel</td>
<td>Consistent</td>
</tr>
<tr>
<td>4</td>
<td>Enterprising</td>
<td>Very verbal</td>
<td>Enjoys routine</td>
<td>Predictable</td>
</tr>
<tr>
<td>5</td>
<td>Competitive</td>
<td>Promoter</td>
<td>Dislikes Change</td>
<td>Practical</td>
</tr>
<tr>
<td>6</td>
<td>Problem solver</td>
<td>Enjoys popularity</td>
<td>Gives in to others</td>
<td>Factual</td>
</tr>
<tr>
<td>7</td>
<td>Productive</td>
<td>Fun-loving</td>
<td>Avoids confrontation</td>
<td>Conscientious</td>
</tr>
<tr>
<td>8</td>
<td>Bold</td>
<td>Likes variety</td>
<td>Sympathetic</td>
<td>Perfectionist</td>
</tr>
<tr>
<td>9</td>
<td>Decision Maker</td>
<td>Spontaneous</td>
<td>Nurturing</td>
<td>Detail-oriented</td>
</tr>
<tr>
<td>10</td>
<td>Persistent</td>
<td>Inspirational</td>
<td>Peacemaker</td>
<td>Analytical</td>
</tr>
</tbody>
</table>

* When done, total up each column! Let's take 5-6 minutes to complete!
So are you an L, O, G, or a B?

Lion  Otter  Golden Retriever  Beaver

Each letter (L, O, G, B) stands for a particular personality type. The column with the highest score is your dominant personality type. The column with the second highest number is your sub-dominant type.

While you are a combination of all four personality types, the two types with the highest scores reveal the most accurate picture of your natural inclinations, strengths and weaknesses, and how you will naturally respond in most situations.
L = Lions

Lions are leaders. They are usually the bosses at work... or at least they think they are! They are decisive, bottom line folks who are observers, not watchers or listeners. They love to solve problems. They are usually individualists who love to seek new adventures and opportunities.

Lions are very confident and self-reliant. In a group setting, if no one else instantly takes charge, the Lion will. Unfortunately, if they don’t learn how to tone down their aggressiveness, their natural dominating traits can cause problems with others. Most entrepreneurs are strong lions, or at least have a lot of lion in them.

**Natural Strengths**

- Decisive
- Goal-oriented
- Achievement driven
- Gets results
- Independent
- Risk-taker
- Takes charge
- Takes initiative
- Self-starter
- Persistent
- Efficient
- Competitive
- Enjoys challenges, variety and change
- Driven to complete projects quickly and effectively.

**Natural Weaknesses**

- Impatient
- Blunt
- Poor listener
- Impulsive
- Demanding
- May view projects more important than people
- Can be insensitive to the feelings of others
- May “run over” others who are slower to act or speak
- Fears inactivity, relaxation
- Quickly bored by routine or mechanics

Basic Disposition: Fast-paced, task oriented

Motivated by: Results; challenge, action, power, and credit for achievement
O = Otters

Otters are excitable, fun seeking, cheerleader types who love to talk! They’re great at motivating others and need to be in an environment where they can talk and have a vote on major decisions. The otters’ outgoing nature makes them great networkers—they usually know a lot of people who know a lot of people. They can be very loving and encouraging unless under pressure, when they tend to use their verbal skills to attack. They have a strong desire to be liked and enjoy being the center of attention. They are often very attentive to style, clothes, and flash. Otters are the life of any party; and most people really enjoy being around them.

Natural Strengths

- Enthusiastic
- Optimistic
- Good Communicator
- Emotional and Passionate
- Motivational and Inspirational
- Outgoing
- Personal
- Dramatic
- Fun-loving

Natural Weaknesses

- Unrealistic
- Not detail-oriented
- Disorganized
- Impulsive
- Listens to feelings above logic
- Reactive
- Can be too talkative
- Excitable


Motivated by: Recognition and approval of others
G = Golden Retrievers

One word describes these people: LOYAL. They’re so loyal, in fact, that they can absorb the most emotional pain and punishment in a relationship and still stay committed. They are great listeners, incredibly empathetic and warm encouragers. However, they tend to be such pleasers that they can have great difficulty being assertive in a situation or relationship when it’s needed.

Natural Strengths

- Patient
- Easy-going
- Team player
- Stable
- Empathetic
- Compassionate
- Sensitive to feelings of others
- Tremendously loyal
- Puts people above projects
- Dependable
- Reliable
- Supportive
- Agreeable

Natural Weaknesses

- Indecisive
- Over-accommodating
- May sacrifice results for the sake of harmony
- Slow to initiate
- Avoids confrontation even when needed
- Tends to hold grudges and remember hurts inflicted by others
- Fears change

Basic Disposition: Slow-paced, people-oriented
Motivated by: Desire for good relationships and appreciation of others.
B = Beavers

Beavers have a strong need to do things right and by the book. In fact, they are the kind of people who actually read instruction manuals. They are great at providing quality control in an office, and will provide quality control in any situation or field that demands accuracy, such as accounting, engineering, etc. Because rules, consistency and high standards are so important to beavers, they are often frustrated with others who do not share these same characteristics. Their strong need for maintaining high (and oftentimes unrealistic) standards can short-circuit their ability to express warmth in a relationship.

Natural Strengths

- Accurate
- Analytical
- Detail-oriented
- Thoroughness
- Industrious
- Orderly
- Methodical and exhaustive
- High standards
- Intuitive
- Controlled

Natural Weaknesses

- Too hard on self
- Too critical of others
- Perfectionist
- Overly cautious
- Won’t make decisions without “all” the facts
- Too picky
- Overly sensitive

Basic Disposition: Slow-paced, task-oriented
Motivated by: The desire to be right and maintain quality.
Ok! Let’s try a much easier one!

What's up?
Color psychology

What does your favorite color say about your personality?

Your favorite color can be linked to various personality traits, motivation, and productivity levels in your life.

From: Neuropsych  May, 2020
So, what is your favorite color?

[Ok, from these nine choices!]
Red is a bold color choice that’s been associated with excitement, passion, danger, thrill, energy, and action. You may notice that some brands use red for their “call to action” buttons (“order now,” “shop now,” etc.). This is because red is an intense color that is able to provoke strong emotions which can encourage you to buy things.

- Bold    Thrill-seeker    Adventure-lover    Can be a little impulsive    Can be perceived as intimidating

Orange is often representative of creativity, happiness, freedom, success, and the balance that brings it all together. Marketers may use this color to draw your attention to a catchy heading or important note on their website (many “alerts” are orange to catch your eye) —but orange isn’t nearly as bold and enticing as red.

- Fun and playful energy that people admire    Social, perhaps an extrovert    You nurture things    Enjoys deep conversation    Cheerful    Loves to play the host at parties or events

Yellow - Happiness, positivity, and warm summer sun is what yellow reminds us of. Brands may use a splash of yellow in their logo to make you feel happy when you see their products. Many “free shipping” icons on websites may be yellow to attract you to something that is cheerful and positive.

- A positive spirit    Optimistic    Cheerful    Adventurous    Calming for those around them    Infectious smiles and happiness that spreads to each person they encounter
Blue is stable, harmonious, peaceful, and trustworthy. Brands who want to be most well-known for their durability, strength, or reliability will use blue in their logos. Many popular computer companies (Dell and HP) and websites (Facebook, Twitter, Vimeo) are known for their predominately blue and white logos.

Dependable  Trustworthy  Gentle  Compassionate  Peaceful  Loyal  Strong

Green - Two of the things that make the world go 'round are associated with the color green: nature and money. Green can signify growth, fertility, health, wealth, wellness, or generosity. Green can also be associated with negative connotations such as jealousy or envy.

- Practical  Down-to-earth  Loves to give advice  Loves to help others  Enjoys the outdoors and finds balance in life important

Purple can be connected to royalty, power, privilege, wisdom, and spirituality. Purple can be something of a frustrating color as well, as it can cause feelings of frustration or be perceived as arrogant – this is why websites and brands (Hallmark, Yahoo) will use a splash of purple or mix purple with a warmer tone such as white.

- Quick-witted  Craves own identity  Loves unique things and wants to stand out from the pack  Dances to the music no one else can hear  Thrives on on creativity and inspiration
Pink is often associated with femininity, playfulness, and love, but pink can also be perceived as a somewhat immature color. You will notice a lot of pink in a child’s toy packaging or brands to signal playful, whimsical fun. Other brands (Victoria Secret for example) have signified the color to mean something cute, fun, playful and sexy.

- Fun     Playful     Maybe a little naïve     You wear your heart on your sleeve and aren’t afraid to express your emotions     Love and family are important to you

White is often associated with purity – in Western cultures, white is for weddings and hospitals, often signifying purity, cleanliness, and order. Brands will often add a splash of white or use white to offset more intense colors (such as red).

- Calm     Peaceful     Innocent     Perhaps a bit naïve     You like things clean and orderly     You like the thought of a “fresh start” or a blank canvas

Black can mean so many different things: boldness, uniqueness, mystery, intrigue, and power. But it can also mean unhappiness, darkness, sadness, pain, or grief. Black is associated with death and mourning, but can also be associated with strength, luxury, and intensity.

- Bold     Risk-taker     Perhaps a little impulsive at times     Serious (maybe a little too serious)     You’re strong and command a sense of respect from your peers     trustworthy     Perhaps a little intimidating
Bold  Thrill-seeker  Adventure-lover  Can be a little impulsive  Can be perceived as intimidating

Fun and playful energy that people admire  Social, perhaps an extrovert  You nurture things

Enjoys deep conversation  Cheerful  Loves to play the host at parties or events

A positive spirit  Optimistic  Cheerful  Adventurous  Calming for those around them

Infectious smiles and happiness that spreads to each person they encounter

Dependable  Trustworthy  Gentle  Compassionate  Peaceful  Loyal  Strong

Practical  Down-to-earth  Loves to give advice  Loves to help others  Enjoys the outdoors and finds balance in life important

Quick-witted  Craves own identity  Loves unique things and wants to stand out from the pack

Dances to the music no one else can hear  Thrives on creativity and inspiration

Fun  Playful  Maybe a little naïve  You wear your heart on your sleeve and aren’t afraid to express your emotions  Love and family are important to you

Peaceful  Innocent  Perhaps a bit naïve  You like things clean and orderly  You like the thought of a “fresh start”

Bold  Risk-taker  Perhaps a little impulsive at times  Serious (maybe a little too serious)  You’re strong and command a sense of respect from your peers  Trustworthy  Perhaps a little intimidating
Are *these* the Top 10 colors in the world?
1
Blue

Do YOU agree with *these* Top 10?

SOURCE: https://www.thetoptens.com/colors/top-ten-favorite-colors
Myers Briggs Type Indicator!
Katherine Briggs and her daughter, Isabel Briggs Myers created their MBTI theory from Carl Jung’s writings in his book *Psychological Types*.

Briggs began her research into personality in 1917. Upon meeting her future son-in-law, she observed marked differences between his personality and that of other family members.
Some MBTI History

Briggs and Myers began creating their indicator during World War II in the belief that a knowledge of personality preferences would help women entering the industrial workforce for the first time to identify the sort of war-time jobs that would be the "most comfortable and effective" for them.

The *Briggs Myers Type Indicator Handbook* was published in 1944. The indicator changed its name to "Myers–Briggs Type Indicator" in 1956. Myers' work attracted the attention of Henry Chauncey, head of the Educations Testing Service. Under these auspices, the first MBTI "manual" was published, in 1962.

The publication of the MBTI was transferred to Consulting Psychologists Press in 1975, and the Center for Applications of Psychological Type was founded as a research laboratory. After Myers' death in May 1980, the MBTI was updated and the second edition was published in 1985. The third edition appeared in 1998.

SOURCE: https://en.wikipedia.org/wiki/Myers%E2%80%93Briggs_Type_Indicator
The Myers–Briggs Type Indicator (MBTI) is an introspective self-report questionnaire indicating differing psychological preferences in how people perceive the world and make decisions. The test attempts to assign four categories: introversion or extraversion, sensing or intuition, thinking or feeling, judging or perceiving. One letter from each category is taken to produce a four-letter test result, like "INFJ" or "ENFP".

Some academics believe it exhibits significant scientific (psychometric) deficiencies, notably:

- Poor validity (i.e. not measuring what it purports to measure, not having predictive power)
- Poor reliability (giving different results for the same person on different occasions)
- Measuring categories that are not independent
- In-comprehensive due to missing neuroticism

SOURCE: https://en.wikipedia.org/wiki/Myers%E2%80%93Briggs_Type_Indicator
So,

Did you try “16 Personalities?”
(Myers Briggs)

How about

“Crystal knows”
(Enneagram)

What do you think of the results?
What about your MBTI results?

NERIS Analytics Limited
Nine Hills Road
Cambridge, CB2 1GE
United Kingdom
Registered in England and Wales, # 8646330
https://www.16personalities.com
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https://www.16personalities.com/free-personality-test

THIS particular MBTI exercise is one, of many, on the market
It was chosen because of the detailed reporting available!
Your MBTI Results?

Which one is your result?

Which one is your belief?

https://www.16personalities.com/free-personality-test
Example: If your personality type is:

“Commander”  

**ENTJ**

<table>
<thead>
<tr>
<th>Mind</th>
<th>Energy</th>
</tr>
</thead>
<tbody>
<tr>
<td>This trait determines how we interact with our environment.</td>
<td>This trait shows where we direct our mental energy.</td>
</tr>
<tr>
<td>EXTRAVERTED</td>
<td>INTUATIVE</td>
</tr>
<tr>
<td>59%</td>
<td>45%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Nature</th>
<th>Tactics</th>
</tr>
</thead>
<tbody>
<tr>
<td>This trait determines how we make decisions and cope with emotions.</td>
<td>This trait reflects approaches to work, planning and decision-making.</td>
</tr>
<tr>
<td>THINKING</td>
<td>JUDGING</td>
</tr>
<tr>
<td>73%</td>
<td>76%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Tactics</th>
<th>Identity</th>
</tr>
</thead>
<tbody>
<tr>
<td>This trait reflects approaches to work, planning and decision-making.</td>
<td>This trait underpins all others, showing how confident we are in our abilities and decisions.</td>
</tr>
<tr>
<td>JUDGING</td>
<td>ASSERTIVE</td>
</tr>
<tr>
<td>24%</td>
<td>65%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Identity</th>
<th>Tactics</th>
</tr>
</thead>
<tbody>
<tr>
<td>This trait underpins all others, showing how confident we are in our abilities and decisions.</td>
<td>This trait reflects approaches to work, planning and decision-making.</td>
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<tr>
<td>ASSERTIVE</td>
<td>JUDGING</td>
</tr>
<tr>
<td>35%</td>
<td>76%</td>
</tr>
</tbody>
</table>
ENTJ’s . . . “Commanders”

1.8% of the population
2.3% of men
1.5% of women

Words that best describe ENTJ’s

- planned
- analytical
- energetic
- logical
- structured
- consistent
- expressive
- outside the box
- competent
- objective
- critical
- enthusiastic
- direct
- decisive
- driven
- goal-oriented
- ambitious
- leader
- big picture
- measured
- confident
- outspoken
- fair
- problem solvers

SOURCE: https://www.16personalities.com/free-personality-test
So, which one of the 16 MBTI types are you?
Submitted by Debbie White
Class member University of Utah OLLI
The Enneagram!

Enneagram (from the Greek words ἐννέα [ennéa, meaning "nine"] and γράμμα [grámma, meaning something "written" or "drawn"

The Enneagram is a system of personality which describes people in terms of nine types, each with their own motivations, fears, and internal dynamics.

The origination and validity are somewhat disputed!

It is generally attributed to:

1) Bolivian psycho-spiritual teacher in the ’50’s, Oscar Ichazo, and
2) Chilean psychiatrist in the ’70’s Claude Naranjo

It has regained enormous popularity in the 2010’s

SOURCE: https://www.truity.com/enneagram/9-types-enneagram
<table>
<thead>
<tr>
<th>#</th>
<th>Name</th>
<th>Characteristics</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><strong>Idealist</strong></td>
<td>Seek moralistic behavior and reform. They are naturally positive, determined people, with a heart for helping others.</td>
</tr>
<tr>
<td>2</td>
<td><strong>Caregiver</strong></td>
<td>Seek love and affection from others. They are emotional-thinkers and hard workers.</td>
</tr>
<tr>
<td>3</td>
<td><strong>Performer</strong></td>
<td>Want to achieve great things and receive affirmation from others. They are charismatic and adaptable, preferring to follow a plan of action.</td>
</tr>
<tr>
<td>4</td>
<td><strong>Creative</strong></td>
<td>Seek individuality and authenticity from themselves and others. They are expressive, sensitive souls with a passion for various art forms.</td>
</tr>
<tr>
<td>5</td>
<td><strong>Thinker</strong></td>
<td>Want to feel handy and valuable. They prefer to be by themselves and are excellent deep-thinkers.</td>
</tr>
<tr>
<td>6</td>
<td><strong>Loyalist</strong></td>
<td>Seek safety and consistency. They are trustworthy and make reliable decisions.</td>
</tr>
<tr>
<td>7</td>
<td><strong>Adventurer</strong></td>
<td>Want to feel like their living life to the fullest and experiencing all the world has to offer them. They are outgoing and spontaneous with a passion for action.</td>
</tr>
<tr>
<td>8</td>
<td><strong>Protector</strong></td>
<td>Want to feel like they have control of their own fate. They are strong, attention-commanding leaders, skilled in quick, effective decisions.</td>
</tr>
<tr>
<td>9</td>
<td><strong>Peacekeeper</strong></td>
<td>Seek to feel safe, comfortable, and at peace with themselves. Tend to be adaptable teammates, considering multiple perspectives.</td>
</tr>
</tbody>
</table>
Taylor Swift
4: The Creative
Tends to be creative, sensitive, and expressive. Taylor generally likes to be unique and seeks to find a distinct identity.

Bill Gates
5: The Thinker
Tends to be curious, independent, and observant. Bill generally loves to pursue knowledge and seeks a deeper understanding of the world.

Kelly Ripa
3: The Performer
Tends to be ambitious, adaptable, and enthusiastic. Kelly is generally driven and loves to set and accomplish goals.
Some examples … according to Crystalknows.com

Oprah Winfrey
3: The Performer
Tends to be ambitious, adaptable, and enthusiastic. Oprah is generally driven and loves to set and accomplish goals.

Mark Cuban
8: The Protector
Tends to be self-confident, powerful, and assertive. Mark generally enjoys engaging in debates and making difficult decisions.

Mark Zuckerberg
5: The Thinker
As a Type Five, Mark tends to be curious, independent, and observant. Mark generally loves to pursue knowledge and seeks a deeper understanding of the world.
Some Enneagram hint examples.*

ENNEAGRAM TYPES IN THE KITCHEN
1. Measuring everything to scale, reading and re-reading the recipe over and over.
2. Cooking more than what’s needed “just in case”.
3. Cooking while listening to a podcast, cleaning as they go.
4. Listening to music, spending time making the presentation beautiful.
5. Exhausted by the idea of cooking dinner. Analyzes every step and critiques the result.
6. Has a hard time deciding what to make and internally critiques how recipes are written.
7. Snacking as they cook. Being creative with no recipe card in sight.
8. Knows and will tell you the “right” way to use each kitchen tool.
9. Cooks everyone else’s favorites but can’t tell you what theirs is.

@LEVEL.UP.ENNEAGRAM

SO YOU’RE IN A RELATIONSHIP WITH A TYPE

3

Have extra grace for: Their competitiveness and their need to look successful.

Try to avoid: Getting in the way of their forward momentum or taking too much of their time.

In conflict: Remind them that successful results can come with many different styles, and that people are important. Challenge their rhetoric or propaganda while allowing them to save face.

Support them by: Support them in having feelings, especially those about their failures. Encourage them to slow down and pay attention to their health.

@LEVEL.UP.ENNEAGRAM

* SOURCE: https://www.instagram.com/level.up.enneagram/?hl=en
So which enneagram type are you?
Fun Personality Test

“This is a real test given by the Human Relations Dept at many of the major corporations today. It helps them get a better insight concerning their employees and prospective employees.” *

It's only 10 simple questions!

Grab a pencil and paper!

Number paper from 1-10

Write down your letter answers.

*SOURCE: https://www.naute.com/stories/test.phtml*
First five questions!

1. When do you feel your best?
   (a) in the morning
   (b) during the afternoon & early evening
   (c) late at night

2. You usually walk
   (a) fairly fast, with long steps
   (b) fairly fast, with short, quick steps
   (c) less fast head up, looking the world in the face
   (d) less fast, head down
   (e) very slowly

3. When talking to people you
   (a) stand with your arms folded
   (b) have your hands clasped
   (c) have one or both your hands on your hips
   (d) touch or push the person to whom you are talking
   (e) play with your ear, touch your chin, or smooth your hair

4. When relaxing, you sit with
   (a) your knees bent with your legs neatly side by side
   (b) your legs crossed
   (c) your legs stretched out and straight
   (d) one leg curled under you

5. When something really amuses you, you react with
   (a) a big, appreciative laugh
   (b) a laugh, but not a loud one
   (c) a quiet chuckle
   (d) a sheepish smile
6. When you go to a party or social gathering you...
(a) make a loud entrance so everyone notices you
(b) make a quiet entrance so no-one notices you
(c) make the quietest entrance, trying to stay unnoticed

7. You're working hard and you're interrupted. Do you...
(a) welcome the break
(b) feel extremely irritated
(c) vary between these two extremes

8. Which of the following colors do you like the most?
(a) red or orange
(b) black
(c) yellow or light blue
(d) green
(e) dark blue or purple
(f) white
(g) brown or gray

9. In those last few moments before going to sleep, you lie..
(a) stretched out on your back
(b) stretched out face down on your stomach
(c) on your side, slightly curled
(d) with your head on one arm
(e) with your head under the covers

10. You often dream that you are...
(a) falling
(b) fighting or struggling
(c) searching for something or somebody
(d) flying or floating
(e) you usually have dreamless sleep
(f) your dreams are always pleasant
Use the Table Below to calculate your points.

<table>
<thead>
<tr>
<th>Question</th>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
<th>E</th>
<th>F</th>
<th>G</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>4</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td>6</td>
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<tr>
<td>10</td>
<td>4</td>
<td>2</td>
<td>3</td>
<td>5</td>
<td>6</td>
<td>1</td>
<td></td>
</tr>
</tbody>
</table>

You may use a calculator to add up your points!
An interpretation of your score!

**Over 60 points:**
Others see you as somebody they should "handle with care" You're seen as vain, self-centered, and who is extremely dominant. Others may admire you, wishing they could be more like you, but don't always trust you, hesitating to become too deeply involved with you.

**51 to 60 points:**
Others see you as an exciting, highly volatile, rather impulsive personality; a natural leader, who's quick to make decisions, though not always the right ones. They see you bold and adventuresome, someone who will try anything once; someone who takes chances and enjoys adventure. They enjoy being in your company because of the excitement you radiate.

**41 to 50 points:**
Others see you as fresh, lively, charming, amusing, and always interesting; someone who’s constantly in the center of attention, but sufficiently well-balanced not to let it go to their head. They also see you as kind, considerate, and understanding; someone who'll always cheer them up and help them out.

**31 to 40 points:**
Others see you as sensible, cautious, careful and practical. They see you as clever, gifted, or talented, but modest. Not a person who makes friends too quickly or easily, but someone who's extremely loyal to friends you do make and who expect the same loyalty in return. Those who really get to know you realize it takes a lot to shake your trust in your friends, but equally that it takes you a long time to get over it if that trust is ever broken.

**21 to 30 points:**
Your friends see you as painstaking and fussy. They see you as very cautious, extremely careful... A slow and steady plodder. It'd really surprise them if you ever did something impulsively or on the spur of the moment, expecting you to examine everything carefully from every angle and then, usually decide against it. They think this reaction is caused partly by your careful nature.

**Under 21 points:**
People think you are shy, nervous, and indecisive someone who needs looking after, who always wants someone else to make the decisions and who doesn't want to get involved with anyone or anything. They see you as a worrier who always sees problems that don't exist. Some people think you're boring. Those who know you well know that you aren't.

Author – Unknown!
Briefly, on a more somber note …

The Covid19 Pandemic has caused immense changes, both economically and emotionally in our lifestyles. Sadly, an increase in undiagnosed depression has been noted, in all age groups.

The April/May, ‘21 issue of *AARP Magazine* contains this short self-quiz to help in understanding the subject … on a personal basis.
Depression Scale Quiz

DEPRESSION SCALE QUIZ
For the nine situations below, simply answer this question: "Over the last two weeks, how often have I encountered or been bothered by this?"

0 = Not at all | 1 = Several days | 2 = More than half the time | 3 = Nearly every day

- Little interest or pleasure in doing things
- Feeling down, depressed or hopeless
- Trouble falling or staying asleep, or sleeping too much
- Feeling tired or having little energy
- Poor appetite or overeating
- Feeling bad about yourself—or that you are a failure or have let yourself or your family down
- Trouble concentrating on things, such as reading the newspaper or watching television
- Moving or speaking so slowly that other people could have noticed? Or the opposite—being so fidgety or restless that you have been moving around a lot more than usual
- Thoughts that you would be better off dead or of hurting yourself in some way

SCORING: Tally up the nine scores to see your level of depression risk.

≥5-9: mild
≥10-14: moderate
≥15-19: moderately severe
≥20 or higher: severe

TOTAL
And (finally!) The Four Temperaments!

Dr. David Kersey

David West Keirsey was an American psychologist, a professor emeritus at California State University, Fullerton, and the author of several books.

**Born:** August 31, 1921, **Oklahoma**  
**Died:** July 30, 2013

**Fields:** Personality psychology

SOURCE: https://keirsey.com/temperament-overview/
Temperament is a configuration of observable personality traits, such as habits of communication, patterns of action, and sets of characteristic attitudes, values, and talents. It also encompasses personal needs, the kinds of contributions that individuals make in the workplace, and the roles they play in society. Each temperament has its own unique qualities and shortcomings, strengths and challenges.

Dr. David Keirsey has identified humankind's four basic temperaments as the **Artisan**, the **Guardian**, the **Idealist**, and the **Rational**.

<table>
<thead>
<tr>
<th>Artisan</th>
<th>Rational</th>
</tr>
</thead>
<tbody>
<tr>
<td>Promoter</td>
<td>Field marshal</td>
</tr>
<tr>
<td>Crafter</td>
<td>Mastermind</td>
</tr>
<tr>
<td>Performer</td>
<td>Inventor</td>
</tr>
<tr>
<td>Composer</td>
<td>Architect</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Guardian</th>
<th>Idealist</th>
</tr>
</thead>
<tbody>
<tr>
<td>Supervisor</td>
<td>Teacher</td>
</tr>
<tr>
<td>Inspector</td>
<td>Counselor</td>
</tr>
<tr>
<td>Provider</td>
<td>Champion</td>
</tr>
<tr>
<td>Protector</td>
<td>Healer</td>
</tr>
</tbody>
</table>

SOURCE: https://keirsey.com/temperament-overview/
### Characteristics of the Keirsey Four Temperaments

<table>
<thead>
<tr>
<th>ARTISAN</th>
<th>GUARDIAN</th>
<th>IDEALIST</th>
<th>RATIONAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>• OPTIMISTIC</td>
<td>• DEPENDABLE</td>
<td>• IMAGINATIVE</td>
<td>• INGENIOUS</td>
</tr>
<tr>
<td>• EXCITED</td>
<td>• STEADY</td>
<td>• INTUITIVE</td>
<td>• LOGICAL</td>
</tr>
<tr>
<td>• PLAYFUL</td>
<td>• CAUTIOUS</td>
<td>• RELATIONAL</td>
<td>• INGENIOUS</td>
</tr>
<tr>
<td>• DARING</td>
<td>• LAW-ABIDING</td>
<td>• ROMANTIC</td>
<td>• CALM</td>
</tr>
<tr>
<td>• IMPULSIVE</td>
<td>• LOGISTICAL</td>
<td>• KINDHEARTED</td>
<td>• CURIOUS</td>
</tr>
<tr>
<td>• TACTICAL</td>
<td>• RESPECTABLE</td>
<td>• SENSITIVE</td>
<td>• STRATEGIC</td>
</tr>
<tr>
<td>• ADAPTABLE</td>
<td>• CONCERNED</td>
<td>• AUTHENTIC</td>
<td>• INNOVATIVE</td>
</tr>
<tr>
<td>• ENTICING</td>
<td>• DETAILED</td>
<td>• EMPATHETIC</td>
<td>• INDEPENDENT</td>
</tr>
<tr>
<td>• PERSUASIVE</td>
<td></td>
<td>• DIPLOMATIC</td>
<td>• SYSTEMIC</td>
</tr>
</tbody>
</table>

30% 45% 15% 10%

[https://keirsey.com/temperament-overview/](https://keirsey.com/temperament-overview/)
The four temperament types can be further subdivided, often referred to as "Character Types" or "Personality Types." There are four types of Artisans, four types of Guardians, four types of Rationals, and four types of Idealists, which make up for 16 types.

<table>
<thead>
<tr>
<th>Artisan</th>
<th>Guardian</th>
<th>Idealist</th>
<th>Rational</th>
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<td>ESTJ</td>
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<td>ESFJ</td>
<td>ENFP</td>
<td>ENTP</td>
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<td>Composer</td>
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<td>Healer</td>
<td>Architect</td>
</tr>
<tr>
<td>ISFP</td>
<td>ISFJ</td>
<td>INFP</td>
<td>INTP</td>
</tr>
</tbody>
</table>

SOURCE: https://keirsey.com/temperament-overview/
One more… A “homework” assignment!

A Visual DNA Test

Go to:


Pick “Who am I?”

Which of these amazes you most?

Pick one to start
More Examples – “Who am I?”

How do you create fun in your life?

How would you make the most of a morning off?

Which is more likely to be your desk?

If you're meeting a friend at 6 o'clock, when are you more likely to arrive?

Maybe 25 selections – takes about 15’ – full results!
Maybe there are just three personas!

► Those who MAKE things happen!
  ► Those who WATCH things happen!
  ► Those who DON'T KNOW what's happening!

And, at any one point in time, aren't we each of these!
Don’t we ALL have three different “personalities”?

1) The personality we THINK we have.

2) The personality OTHERS think we have.

3) The personality we WISH we had.
If you have a home, eat full meals, have clean water, a cell phone, can surf the net and have gone to college, you are in a highly privileged 7% of the world’s population and are likely to live beyond 65!

---

**Earth’s 7,894,607,126 Population in Perspective**

What if we considered a scale totaling 100 POINTS …

<table>
<thead>
<tr>
<th>DESCRIPTION</th>
<th>POINTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>LIVE in Asia</td>
<td>60</td>
</tr>
<tr>
<td>Are in Africa</td>
<td>15</td>
</tr>
<tr>
<td>Are in Europe</td>
<td>11</td>
</tr>
<tr>
<td>Are in South America</td>
<td>9</td>
</tr>
<tr>
<td>Are in North America</td>
<td>5</td>
</tr>
<tr>
<td>LIVE in cities</td>
<td>51</td>
</tr>
<tr>
<td>Live in the countryside</td>
<td>49</td>
</tr>
<tr>
<td>Have cell phones</td>
<td>75</td>
</tr>
<tr>
<td>Do not have cell phones</td>
<td>25</td>
</tr>
<tr>
<td>Do not have internet</td>
<td>70</td>
</tr>
<tr>
<td>Have internet access</td>
<td>30</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>DESCRIPTION</th>
<th>POINTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Christians</td>
<td>33</td>
</tr>
<tr>
<td>Muslims</td>
<td>22</td>
</tr>
<tr>
<td>Hindus</td>
<td>14</td>
</tr>
<tr>
<td>Buddhists</td>
<td>7</td>
</tr>
<tr>
<td>Other religions</td>
<td>12</td>
</tr>
<tr>
<td>No religious beliefs</td>
<td>12</td>
</tr>
<tr>
<td>Die between 15-64 Years</td>
<td>66</td>
</tr>
<tr>
<td>Die before age 14</td>
<td>26</td>
</tr>
<tr>
<td>Live to be 65 +</td>
<td>8</td>
</tr>
<tr>
<td>College Education</td>
<td>7</td>
</tr>
<tr>
<td>No College Education</td>
<td>93</td>
</tr>
</tbody>
</table>
“Personality” by Lloyd Price

A "Top 10" Pop Music hit in 1959

A repeated stanza contains these lyrics ...

'Cause you got personality
   Walk, with personality
   Talk, with personality
   Smile, with personality
   Charm, with personality
   Love, with personality
   And of Cause you've got
   A great big heart
"I used to be cautiously optimistic. Now I'm recklessly gloomy."

So ... what's it all about?

"I'm trying to explore my dark side, but I'm beginning to worry that I may not have one.

"I'm neither a good cop nor a bad cop, Jerome. Like yourself, I'm a complex amalgam of positive and negative personality traits that emerge or not, depending on circumstances."

"Do you mind if I say something helpful about your personality?"

"Like any workplace, we have our share of disputes, personality conflicts and bad behavior. Ideally, we're looking for an office manager with previous experience running a daycare."
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