

Personal Styles Questionnaire

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Personal Data:

For Personal Styles Matrix and Individual Learning Profile Reports

Name:

Last First Middle

Name I prefer to be called Gender: Female / Male

Mailing Address:

Street

City, State, Zip:

Phone:

Area Code - Local Number

Fax:

Area Code - Fax Number

Email:

Email address

Birthdate:

Month Day Year

Birthplace:

City County State/Province Country

Free Research Report:

By providing your exact birth time, your natural energy cycles may be identified. If unknown, provide the best estimate of your time of birth. Find out if your Personal Style makes you a night owl or a morning person.

Time of Birth:

Hour Min. AM / PM Indicate accuracy: Exact / Estimated

Order Form:

Mail to: (Name) _____ (Be sure that mailing address is on Personal Data Form)

Personal Styles Matrix Report \$50.00 / Person x _____ = _____

Individual Learning Profile Report (Ask about educational institution discounts.) \$50.00 / Person x _____ = _____

Telephone Consultation to Review Reports \$37.50 / 30 Minutes x _____ = _____
Quantity Extension

Permission to use results for research purposes:

Human Educational Alternatives Research, Inc. (HEAR, Inc.) is actively engaged in research to continue the development of the Personal Styles Matrix. Your participation is requested. Please advise HEAR, Inc. by indicating below how you will allow the results of your Personal Styles Matrix to be included in its ongoing research.

I will allow the results of my Personal Styles Matrix to be used for research purposes. Also please observe the following conditions:

- My full name may be used.
- My first name only may be used.
- Please keep my identity concealed in any research presentations.

signed: _____ date: _____

Today's Date:

Month	Day	Year	Time	:	AM/PM	Standard			

Please mark one of three choices for each statement in the following questions. You are not expected to rank the set of statements in each question in order of importance. You may evaluate each statement on its own merits. There are no right or wrong answers in this exercise.

Select the environment that you will be imagining as you answer the questions: ___ Work; ___ School; ___ Home; ___ Other

Mark your responses to the following questions on the three-position scale, indicating your relative ease or difficulty with the activity described by each statement:

Begin:

For questions 1 - 45:

It is easy(E), moderately difficult(M) or very difficult(V) to:

- | | E | M | V |
|--------------------------------------------------|--------------------------|--------------------------|--------------------------|
| 1. assess what I need for a task. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| gather information. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| do the necessary tasks for a project. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. nurture members of a team. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| recognize the contribution of team members. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| form relationships among team members. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. share resources. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| know what to expect. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| encourage cooperation of a team. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. lead change for the common good. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| decide what is right. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| achieve organizational goals. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. figure out how to do a task. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Know what resources are needed. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| use tools repeatedly. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 6. identify who will relate well. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| explain why something is designed the way it is. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| make improvements. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 7. encourage team spirit. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| show the way the team could win. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| clarify a group's expectations. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

(Continued)

It is easy(E), moderately difficult(M) or very difficult(V) to:

- | | E | M | V |
|-----------------------------------------|--------------------------|--------------------------|--------------------------|
| 8. know why an achievement is possible. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| know when to aim for the achievement. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| know what was achieved. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 9. find hidden patterns. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| remove barriers for others. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| know who is happy. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 10. take bold action. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| be purposeful. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| make clear judgements. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 11. make mental connections. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| be self-reliant. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| sense how to use tools. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12. schedule events. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| imagine. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| be expressive. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 13. see how everything fits together. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| know people's preferences. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| build friendships. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Please continue on page 3.

(Continued)

It is easy(E), moderately difficult(M)
or very difficult(V) to:

- | | | E | M | V |
|-----|------------------------------------------|--------------------------|--------------------------|--------------------------|
| 14. | assess the needs. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | know what to make. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | see how to analyze a situation. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 15. | do projects creatively. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | discover answers. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | identify who could be helpful. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 16. | make the right judgement. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | assume the leadership position. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | enforce regulations. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 17. | apply the group's talents. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | involve others. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | describe projects. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 18. | find where a system isn't working. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | see the best way to solve a problem. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | know who to trust. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 19. | set up a strategy. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | motivate everybody. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | develop a plan. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 20. | visualize an effect. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | communicate enthusiastically. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | propose the deal. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 21. | ask questions. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | specify criteria. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | review what has worked previously. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 22. | apply procedures. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | appreciate the value of precious things. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | define tasks. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 23. | rely on others. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | generate an image. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | contribute to the group. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

(Continued)

It is easy(E), moderately difficult(M)
or very difficult(V) to:

- | | | E | M | V |
|-----|-----------------------------------------|--------------------------|--------------------------|--------------------------|
| 24. | discard unimportant information. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | demonstrate results. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | demand advancement toward a common aim. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 25. | carry out an agreement. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | complete the job. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | produce a product. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | find the flaw. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 26. | care for my individual team members. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | show concern for value. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | give approval. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | be accepting of diversity. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 27. | plan for the future. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | see from another's perspective. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | picture the possibilities. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | map the pathways. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 28. | do something completely new. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | trade with other groups. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | carry out the priorities. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | work persistently. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 29. | use logic. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | use rules. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | use analogies. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | use laws. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 30. | write a story. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | make a shopping list. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | write a contract. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | write a personal note. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 31. | distinguish one case from another. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | make comparisons. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | collect facts. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | clarify relationships. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Please continue on page 4.

(Continued)

It is easy(E), moderately difficult(M)
or very difficult(V) to:

- | | | E | M | V |
|-----|-------------------------------------------------|--------------------------|--------------------------|--------------------------|
| 32. | make a commitment to another person. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | show loyalty to nation. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | honor the rights of others. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | value myself. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 33. | seize opportunities. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | start a task. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | fulfill potential. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | accomplish goals. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 34. | work continuously. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | perform before an audience. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | show courtesy. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | show creativity. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 35. | see what is right and wrong. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | see how new ideas are connected to what I know. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | see the possibilities. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | see why a system works. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 36. | invent new solutions. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | be diplomatic. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | acquire general knowledge. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | be decisive. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 37. | show curiosity. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | look for the truth. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | simplify information. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | understand cause and effect. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 38. | stick to my decisions. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | develop comprehensive concepts. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | be open to suggestions. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | be accurate and correct. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

(Continued)

It is easy(E), moderately difficult(M)
or very difficult(V) to:

- | | | E | M | V |
|-----|------------------------------------------|--------------------------|--------------------------|--------------------------|
| 39. | enjoy the company of others. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | ensure positive relationships. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | resolve major issues. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | be happy most of the time. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 40. | have warm feelings for others. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | foster group participation. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | be independent from others. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | debate with others. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 41. | be particular about how things are done. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | act in a forceful way. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | carry out agreements. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | take risks. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 42. | work behind the scenes. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | make very few errors. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | be adaptable and flexible. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | help others. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 43. | want to win. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | listen patiently to others. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | persuade others. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | be confident about myself. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 44. | be assertive about important issues. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | be self-controlled. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | be gentle and kindly. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | communicate in a lively manner. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 45. | show respect. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | be enterprising. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | refuse to quit. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | explore new territory. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

End of Questionnaire