



Trait Analysis Quiz

Complete this Trait Analysis Quiz without thinking too deeply about your choices. Run with your first response rather than spending a whole day thinking about it. You must choose the word that you feel most suits you, even though there may be another word you find also applies to your personality.

Don't discuss the choices with someone before selecting - just circle the word that best describes your traits. If you are really struggling, think about the description that best suited you when you were a child.

Set aside up to half an hour to complete the test where you will not be disturbed or encounter interruptions.

Step 1: Circle one word from each row that relates to you the most or best describes your personality. Do not skip any row, and complete every section of the quiz:

Strengths

1	Detailed	Leader	Agreeable	Inspiring
2	Mediator	Meticulous	Influencing	Decisive
3	Impressive	Kind	Determined	Specific
4	Doer	Planner	Quiet	Interactive
5	Evaluating	Achiever	Impressionable	Cautious
6	Intellectual	Flashy	Stable	Direct
7	Factual	Gives orders	Outgoing	Supportive
8	Focussed	Sweet	Careful	Life of the party
9	Spontaneous	Shy	Action-oriented	Competent
10	Challenging	Contemplative	Caring	Gentle
11	Reserved	Vocal	Indirect	Dominant
12	Even-tempered	Goal-oriented	Long Term	Fun
13	Powerful	Interesting	Nice	Systematic
14	Persuasive	Democratic	Fast	Applies themselves
15	Amiable	Precise	Creative	Friendly
16	Credible	Engaging	Diplomatic	Self-confident
17	Dry Humour	Organised	Born Leader	Warm
18	Ambitious	Initiates	Thinker	Peace-maker
19	Logical	Easy Going	Exciting	Hard Working
20	Evenly Paced	Finishes projects	Perfectionist	Laughs easily

Weaknesses

21	Compulsive	Reserved	Angry	Gives Up
22	Too social	Selfish	Slow moving	Critical
23	Passive-Aggressive	Loud	Fearful	Autocratic
24	Talkative	Argumentative	Gossipy	Compromising
25	Bombastic	Repetitive	Lazy	Anti-social
26	Depressive	Sluggish	Dictatorial	Takes on too much
27	Demanding	Doubtful	Undisciplined	Timid
28	Apologetic	Naïve	Picky	Dominating
29	Easily Offended	Worrier	Uncaring	Show-off
30	Controlling	Rigid	Unenthusiastic	Interrupts
31	Hard to read	Scatter-brained	Conceited	Pessimist
32	Restless	Technical	Stubborn	Egotistical
33	Hard to Please	Predictable	Insensitive	Sensitive
34	Emotionless	Doesn't finish projects	Intolerant	Quiet
35	Controlled	Decides Slowly	Brash	Won't Take Orders
36	Changes the subject	Impatient	Traditional	Calculating
37	Illogical	Rude	Sarcastic	Resents being rushed
38	Reckless	Self-Conscious	Disorganised	Indecisive
39	Suspicious	Arrogant	Resistant to Change	Emotionally extreme
40	Withdrawn	Takes over	Ruthless	Demeaning

Step 2: Transfer your circled words to the score sheet below, and add up your totals. For example, if you circled 'Inspiring' on the Strengths sheet, circle it on the score sheet. Add up how many attributes you have circled in each column.

Strengths

	Socialiser	Director	Thinker	Relator
1	Inspiring	Leader	Detailed	Agreeable
2	Influencing	Decisive	Meticulous	Mediator
3	Impressive	Determined	Specific	Kind
4	Interactive	Doer	Planner	Quiet
5	Impressionable	Achiever	Cautious	Evaluating
6	Flashy	Direct	Intellectual	Stable
7	Outgoing	Gives orders	Factual	Supportive
8	Life of the party	Focussed	Careful	Sweet
9	Spontaneous	Action-oriented	Competent	Shy
10	Caring	Challenging	Contemplative	Gentle
11	Vocal	Dominant	Reserved	Indirect
12	Fun	Goal-oriented	Long Term	Even-tempered
13	Interesting	Powerful	Systematic	Nice
14	Persuasive	Fast	Applies themselves	Democratic
15	Friendly	Creative	Precise	Amiable
16	Engaging	Self-confident	Credible	Diplomatic
17	Warm	Born Leader	Organised	Dry Humour
18	Initiates	Ambitious	Thinker	Peace-maker
19	Exciting	Hard Working	Logical	Easy Going
20	Laughs easily	Finishes projects	Perfectionist	Evenly Paced

Strengths Totals

Weaknesses

	Socialiser	Director	Thinker	Relator
21	Gives Up	Angry	Compulsive	Reserved
22	Too social	Selfish	Critical	Slow moving
23	Loud	Autocratic	Fearful	Passive-Aggressive
24	Talkative	Argumentative	Gossipy	Compromising
25	Repetitive	Bombastic	Anti-social	Lazy
26	Takes on too much	Dictatorial	Depressive	Sluggish
27	Undisciplined	Demanding	Doubtful	Timid
28	Naïve	Dominating	Picky	Apologetic
29	Show-off	Uncaring	Easily Offended	Worrier
30	Interrupts	Controlling	Rigid	Unenthusiastic
31	Scatter-brained	Conceited	Pessimist	Hard to read
32	Restless	Egotistical	Technical	Stubborn
33	Insensitive	Hard to Please	Sensitive	Predictable
34	Doesn't finish projects	Intolerant	Emotionless	Quiet
35	Brash	Won't Take Orders	Controlled	Decides Slowly
36	Changes the subject	Impatient	Calculating	Traditional
37	Illogical	Rude	Sarcastic	Resents being rushed
38	Disorganised	Reckless	Self-Conscious	Indecisive
39	Emotionally extreme	Arrogant	Suspicious	Resistant to Change
40	Takes over	Ruthless	Demeaning	Withdrawn

Weaknesses Totals

Combined Totals

Once you have added up the columns of strengths and weaknesses and added those totals to give your combined totals, you will know what your dominant trait is. People generally fall into 4 main categories of personality.

- The Socialiser
- The Director
- The Thinker
- The Relator

It is highly likely that your results are not specific to just one category. Refer to Louise Bedford's two **Talking Trading Podcasts...**

1. *What's Your Trading Personality? Discover Your Strengths and Blind Spots*
2. *Trading Psychology: Rewiring Your Money Personality for Market Success*

... where she describes the four main personality types and how people with these traits relate to their world as a parent, as a friend, and as a trader.

Your next step:

Visit talkingtrading.com.au and claim your **FREE Trading Pack** which includes Louise's **5-part Video Course**.

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