

The Lion, The Fox and the Saint Bernard

– page 1

There are three possible ways to finish each statement. Score each choice from 0 to 10 – 0 meaning NEVER and 10 meaning ALWAYS. Write your score in the box to the right of each choice. The three scores for each statement must add up to 10. After completing each statement, add the numbers in each of the three vertical columns and write the totals in the boxes at the bottom of the page.

Example: My favorite ice cream is... chocolate 7 strawberry 2 vanilla 1

Column A	Column B	Column C	Totals
1. I enjoy things most when I am...			
Helping others do what they want to do. _____	Getting others to do what I want to do. _____	Doing what I want to do without having to count on others. _____	
2. Most of the time I am apt to be...			
A feeling person who is quick to respond to other people's needs. _____	An energetic person who is quick to see opportunities and advantages. _____	A practical person who is careful not to rush into things before I'm ready. _____	
3. When I meet people for the first time I am most apt to be...			
Concerned with whether or not they find me a likable person. _____	Actively curious about them to learn if there is something in it for me. _____	Politely cautious until I've learned what they might want from me. _____	
4. Most of the time I find myself being...			
The nice one on whom others can generally count to lend a helping hand. _____	The strong one who supplies the direction for others. _____	The thinking one who studies things carefully before acting. _____	
5. I feel most satisfied when...			
The major decisions have been made by others and the way I can help is clear. _____	Others count on me to make the major decisions and tell them what to do. _____	I've had time to study a major decision and determine my own best course of action. _____	
6. People who know me best see me as a person who can be counted on...			
To be trusting of them and loyal to them. _____	To be full of ambition and initiative. _____	To be unswerving in my convictions and my principles. _____	
7. It is most like me to...			
Do the best I can and trust in others to recognize my contribution. _____	Take the lead in developing opportunities and influencing decisions. _____	Be patient, practical and sure of what I am doing. _____	
8. I would describe myself as a person who most of the time is...			
Friendly and open and who sees some good in almost everyone. _____	Energetic and self-confident and who sees opportunities others miss. _____	Cautious and fair and who stands by what I believe to be right. _____	
9. I find those relationships most gratifying in which I can be...			
Of support to a strong leader in whom I have faith. _____	The one who provides the leadership others want to follow. _____	Neither a leader nor a follower but free to pursue my own independent way. _____	
10. When I am at my best, I most enjoy...			
Seeing others benefit from what I have been able to do for them. _____	Having others turn to me to lead and guide them and give them purpose. _____	Being my own boss and doing things for myself and by myself. _____	
Column A Total _____	Column B Total _____	Column C Total _____	
Page 1 Grand Total should equal 100 (A + B + C)			

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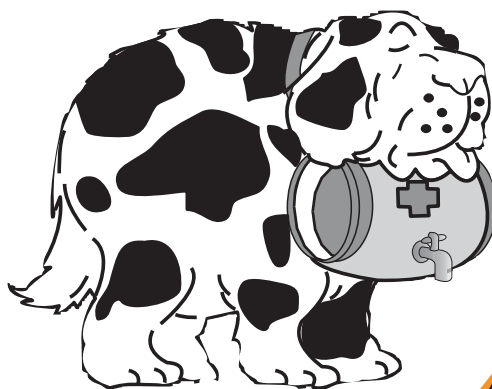
– page 2

Column A	Column B	Column C	Totals
11. When I run into opposition to what I am doing, I am most apt to...			
Give up what I am doing and put my wants to one side in order to be helpful. _____	Become forceful and press for my right to be doing it. _____	Become doubly cautious and check my position very carefully. _____	
12. If I decide I want to overcome someone's opposition, I will try to...			
Change what I am doing and try to make it more acceptable to the person. _____	Find the holes in that person's argument and press the strong points in mine. _____	Appeal to the person's sense of respect for logic and fair play. _____	
13. In getting along with difficult people, I usually...			
Find it easier to just go along with their wishes for the moment. _____	Find them as challenges to be overcome. _____	Respect their rights and insist that they respect my rights and interests. _____	
14. When someone strongly disagrees with me, I tend to...			
Give in and do it that person's way unless it is very important to me. _____	Challenge the person immediately and argue as hard as possible. _____	Detach myself from the situation until I've made certain of my position. _____	
15. When someone openly opposes me, I usually...			
Give in for the sake of harmony and rely on that person's sense of justice to do right by me. _____	Face up to the fact that it is a battle and set out to win. _____	Try to withdraw from the relationship and turn to my own interests. _____	
16. If I'm not getting what I want from a relationship, I am most apt to...			
Keep hoping and trusting that things will work themselves out in due time. _____	Become more forceful and persuasive and push harder to get what I want. _____	Abandon the relationship and look elsewhere for what it is I want. _____	
17. When I feel others are taking advantage of my goodwill, I usually...			
Turn to people with more experience and ask for their advice. _____	Assert my rights and fight for what I am entitled to. _____	State my rights clearly and insist that in all fairness they be respected. _____	
18. When another person insists on having his or her own way, I tend to...			
Put my wishes aside for the time being and go along with that person. _____	Put up counter arguments and try to get the person to change. _____	Respect the person's right to follow his or her interests as long as there is no interference with mine. _____	
19. When others openly criticize me, I am most apt to...			
Want to pacify them and cool their anger with me. _____	Become indignant and challenge vigorously their right to criticize. _____	Become doubly cautious and analyze each charge in specific detail. _____	
20. When someone has plainly abused my trust or confidence, I tend to...			
Feel the person has done more harm to himself or herself than to me. _____	Get angry with the other person and take steps to even the score. _____	Analyze what went wrong and how to avoid the same situation in the future. _____	
Column A Total _____	Column B Total _____	Column C Total _____	
Page 2 Grand Total should equal 100 (A + B + C)			

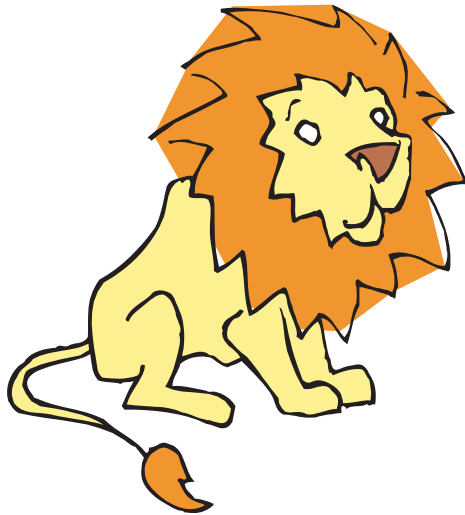
The Lion, The Fox and the Saint Bernard Score Sheet

Transfer the column totals from page 1 and page 2 of the survey to the correct boxes below. Add the columns together again to get your total score for column A, column B and column C.

Column A – Page 1 Total		Column B – Page 1 Total		Column C – Page 1 Total	
Column A – Page 2 Total		Column B – Page 2 Total		Column C – Page 2 Total	
Column A – Grand Total		Column B – Grand Total		Column C – Grand Total	



The Lion, The Fox and the Saint Bernard Summary Sheet



QUALITIES OF A LION (Column B)

- Goal oriented
- Assertive; bold and confident
- Directing; likes to direct others toward the goal
- Likes to be in control
- Competition is important; likes to win
- Dislikes gullibility and indecisiveness
- Always thinking how to help themselves

Strengths

- Ambitious
- Competitive
- Self-controlled
- Forceful

Weaknesses

- Dictator
- Arrogant
- Combative
- Ruthless



QUALITIES OF A FOX (Column C)

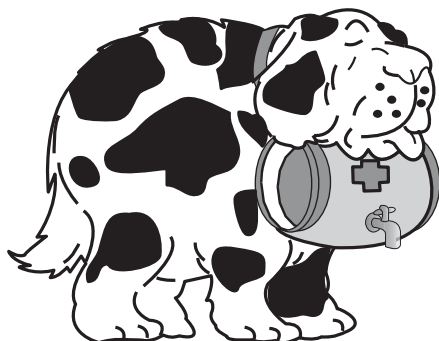
- Resourceful
- Thrives on feeling of self-reliance/independence; doesn't like to be on committees
- Values planning and an orderly approach
- Respects logic and wisdom
- Dislikes emotion and drappiness; doesn't notice needs of others

Strengths

- Analytical
- Cautious
- Methodical
- Fair

Weaknesses

- Nit picky
- Suspicious
- Rigid
- Unfeeling



QUALITIES OF A SAINT BERNARD (Column A)

- People oriented
- Likes being genuinely helpful
- Cares about others' feelings and well being
- Dislikes selfishness and anger

Strengths

- Supportive/team oriented
- Trusting
- Adaptable
- Optimistic

Weaknesses

- Submissive
- Gullible
- Spineless
- Impractical