

SCORING SHEET

Now from the last page, transfer all your TICKS to the Score Sheet below and add up your totals

STRENGTHS

DOLPHIN	✓	SHARK	✓	URCHIN	✓	WHALE	✓
Animated		Adventurous		Analytical		Adaptable	
Playful		Persuasive		Persistent		Peaceful	
Sociable		Strong-willed		Self -searching		Submissive	
Convincing		Competitive		Considerate		Controlled	
Refreshing		Resourceful		Respectful		Reserved	
Spirited		Self-reliant		Sensitive		Satisfied	
Promoter		Positive		Planner		Patient	
Spontaneous		Sure		Scheduled		Shy	
Optimistic		Outspoken		Orderly		Obliging	
Funny		Forceful		Faithful		Friendly	
Delightful		Daring		Detailed		Diplomatic	
Cheerful		Confident		Cultured		Consistent	
Inspiring		Independent		Idealistic		Inoffensive	
Demonstrative		Decisive		Deep		Dry humoured	
Mixes easily		Mover		Musical		Mediator	
Talker		Tenacious		Thoughtful		Tolerant	
Lively		Leader		Loyal		Listener	
Cute		Chief		Chart maker		Contented	
Popular		Productive		Perfectionist		Permissive	
Bouncy		Bold		Behaved		Balanced	
Sub total							

WEAKNESSES

DOLPHIN	✓	SHARK	✓	URCHIN	✓	WHALE	✓
Brassy		Bossy		Bashful		Blank	
Undisciplined		Unsympathetic		Unforgiving		Unenthusiastic	
Repetitious		Resistant		Resentful		Reluctant	
Forgetful		Frank		Fussy		Fearful	
Interrupts		Impatient		Insecure		Indecisive	
Unpredictable		Unaffectionate		Unpopular		Uninvolved	
Haphazard		Headstrong		Hard to please		Hesitant	
Permissive		Proud		Pessimistic		Plain	
Angered easily		Argumentative		Alienated		Aimless	
Naïve		Nervy		Negative attitude		Nonchalant	
Wants credit		Workaholic		Withdrawn		Worrier	
Talkative		Tactless		Too sensitive		Timid	
Disorganised		Domineering		Depressed		Doubtful	
Inconsistent		Intolerant		introvert		Indifferent	
Messy		Manipulative		Moody		Mumbles	
Show off		Stubborn		Skeptical		Slow	
Loud		Lord over others		Loner		Lazy	
Scatterbrained		Short-tempered		Suspicious		Sluggish	
Restless		Rash		Revengeful		Reluctant	
Changeable		Crafty		Critical		Compromising	
Sub total							
Combined totals							

Personality Potentials

SHARK PERSONALITY - *EMOTIONAL NEEDS = POWER & CONTROL*

Emotions	At Work	As a Parent	As a Friend
Born Leader	Goal Orientated	Exerts sound leadership	Has little need for friends
Dynamic & Active	Sees whole picture	Establishes goals	Works for group activity
Compulsive need for change	Organiser	Motivates family to action	Will lead & organise
Must correct wrongs	Seeks practical solutions	Knows the right answer	Is usually right
Strong-willed & decisive	Moves Quickly to action	Organises household	Excels in emergencies
Does not show emotions	Delegates work		
Not easily discouraged	Insists on production		
Independent & self-sufficient	Makes the goal		
Exudes confidence	Stimulates activity		
Can run anything	Thrives on opposition		

WHALE PERSONALITY - *EMOTIONAL NEEDS = TEAM & SUPPORT*

Emotions	At Work	As a Parent	As a Friend
Low key	Competent - Steady	Good Parent	Easy to get on with
Easy going and relaxed	Peaceful - agreeable	Takes time for children	Pleasant & enjoyable
Calm, cool, fairly collective	Administrative ability	Is not in hurry - slow	Inoffensive
Patient & well balanced	Mediates problems	Can take Good & Bad	Good Listener
Consistent life	Avoids contacts	Doesn't get upset easily	Dry sense of humour
Quiet but witty	Good under pressure	Patiently listens to child	Enjoys watching
Sympathetic & kind	Finds the easy way		Has many friends
Keeps emotions hidden			Compassion-concern
Happily reconciled to life			
All-purpose person			

DOLPHIN PERSONALITY - *EMOTIONAL NEEDS = FUN & RECOGNITION*

Emotions	At Work	As a Parent	As a Friend
Appealing personality	Volunteers for jobs	Makes Home fun	Makes friends easily
Talkative-story-teller	Thinks up new activities	Is liked by children/friends	Loves people
Life of the Party	Looks great on surface	Turns disaster into humour	Thrives on compliments
Great sense of humour	Creative & colourful	Is the circus master	Seems exciting
Memory for colour	Has high Energy		Enviied by most others
Demonstrative & emotional	Starts in a flashy way		Doesn't hold grudges
Enthusiastic & expressive	Inspires others to join		Apologises quickly
Cheerful - bubbly	Charms others to work		Prevents dull moments
Curious			Loves spontaneity
Lives in the present			
Sincere at heart			
Changeable disposition			
Always the child			
Wide-eyed & innocent			

URCHIN PERSONALITY - *EMOTIONAL NEEDS = RESPECT/BEING RIGHT*

Emotions	At Work	As a Parent	As a Friend
Deep & thoughtful	Schedule orientated	Sets High Standards	Makes friends cautiously
Analytical	Perfectionist-high standard	Wants all done 'Right'	prefers to stay behind
Serious & purposeful	Detail conscious	Keeps home in good order	Avoids causing attention
Genius prone	Persistent & thorough	Picks up after children	Faithful & devoted
Talented and creative	Orderly & organized	Sacrifices own will	Listens to complaints
Artistic or musical	Neat & Tidy	Encourages talent and	Can solve problems
Philosophical and Poetic	Economical	Scholarship	Deep concern 4 others
Appreciative of beauty	Sees the problems		Moved to tears with
Sensitive to others	Finds creative solutions		Compassion
Conscientious	Has to finish a job		Seeks 'ideal' mate
Idealistic	Likes charts, graphs, lists		
Self-Sacrificing	& figures		

WEAKNESSES

SHARK PERSONALITY WEAKNESSES - *The Doer - The Optimist - The Extrovert*

Emotions	At Work	As a Parent	As a Friend
Bossy	No tolerance for mistakes	Tends to over-dominate	Tends to use people
Impatient	Doesn't analyse details	Too busy for family	Dominates others
Quick-tempered	Bored by trivia	Gives answers too quickly	Decides for others
Can't relax	May make rash choices	Impatient with poor Performance	Knows everything
Too impetuous	May be rude or tactless		Does everything better
Enjoys controversy	Manipulates people	Won't let children relax	Is too independent
Enjoys arguments	Demanding of others	May send children into	Possessive of friends
Won't give up when losing	End justifies the means	Depression	Can't say 'I'm sorry'
Comes on too strong	Work may become god		May be right but also
Inflexible	Demands rank loyalty		Unpopular
Dislikes tears & emotions			
Is unsympathetic			

WHALE PERSONALITY WEAKNESSES - *The Introvert - The Watcher - The Pessimist*

Emotions	At Work	As a Parent	As a Friend
Unenthusiastic	Not goal orientated	Lax on discipline	Dampens enthusiasm
Fearful & worried	Lacks self-motivation	Doesn't organise home	Stays uninvolved
Indecisive	Hard to get moving	Takes life too easy	Is not exciting
Avoids responsibility	Lazy & careless		Indifferent to plans
Quiet will of iron	Discourages others		Judges others
Selfish	Would rather watch		Sarcastic & teasing
Too Shy and reticent			Resists change
Too compromising			
Self righteous			

DOLPHIN PERSONALITY WEAKNESSES - *The Extrovert - The Talker - The Optimist*

Emotions	At Work	As a Parent	As a Friend
Compulsive Talker	Would rather talk	Keeps home in a frenzy	Hates to be alone
Exaggerates & elaborates	Forgets obligations	Forgets children's appts.	Needs to be centre stage
Dwells on trivia	Doesn't follow through	Disorganised	Wants to be popular
Can't remember names	Confidence fades fast	Doesn't listen to the whole story	Looks for credit
Scares others off	Undisciplined		Dominates intercourse
Too happy for some	Priorities not in order		Interrupts
Has restless energy	Decides by 'feeling'		Does not listen
Egotistical	Easily distracted		Answers for others
Blusters & complains	Waste time 'talking'		Can be fickle
Naïve - gets taken in			Can be forgetful
Loud voice & laugh			Makes excuses
Gets angry easily			Repeats stories

URCHIN PERSONALITY WEAKNESSES - *The Introvert - The thinker - The Pessimist*

Emotions	At Work	As a Parent	As a Friend
Remembers the negatives	Not people orientated	Puts goals beyond reach	Lives through others
Moody & depressed	Depressed over ...	May discourage children	Insecure socially
Enjoys being hurt	Imperfections	May be too meticulous	Withdrawn & remote
Has false humility	Chooses difficult work	Becomes martyr	Critical of others
Off in another world	Hesitant to start projects	Sulks over ...	Holds back affection
Low self-image	Too much time planning	Disagreements	Dislikes those in
Has selected hearing	Prefers analysis to work	Places guilt on children	Opposition
Self-centered	Self-deprecating		Suspicious of people
Guilt feelings	Hard to please		Antagonistic
Persecution complex	Standards often too high		Vengeful
Tends to hypochondria	Deep need for approval		Unforgiving
Too introspective			Full of contradictions