



# leadership-check<sup>v2</sup>

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- Potential Analysis
- Personal Interests, Attitudes and Values



**INSIGHTS** MDI<sup>®</sup>

b y S c h e e l e n

# leadership-check<sup>v2</sup>

This questionnaire forms the base of your INSIGHTS report. You can't do anything wrong or fail. This is designed to assess the effective behaviour preferences in your working-environment.

### Directions for use 1

Find a place where you will not be disturbed.

1. Read every passage carefully. Choose the statement, which describes you best in your working environment and encircle 1.
2. From the remaining three statements, choose the one that describes you least in your working environment and encircle 4.
3. Please rate the remaining two statements with either 2 or 3 and encircle accordingly. Please choose each mark (1-4) only once.
4. Please fill in all 24 passages in this way. Please check that you have rated each statement in each section with 1, 2, 3 or 4.
5. Please don't discuss your rating with others, but answer according to your own self-estimation.
6. Rate the statements as quickly as possible. Spontaneous answers are usually the most accurate. The Time-Frame for this part of the questionnaire is 15-20 minutes max.

0	Spontaneous	1	2	3	4
	Contented, satisfied	1	2	3	4
	Positive, admitting no doubt	1	2	3	4
	Peaceful, tranquil	1	2	3	4

1	Spontaneous	1	2	3	4
	Contented, satisfied	1	2	3	4
	Positive, admitting no doubt	1	2	3	4
	Peaceful, tranquil	1	2	3	4

2	Easily led, follower	1	2	3	4
	Bold, daring	1	2	3	4
	Loyal, faithful, devoted	1	2	3	4
	Charming, delightful	1	2	3	4

3	Expressive	1	2	3	4
	Daring, risk-taker	1	2	3	4
	Diplomatic, tactful	1	2	3	4
	Satisfied, content	1	2	3	4

## Potential Analysis

### personal data

(please write in capital letters)

Date: \_\_\_\_\_

Title: \_\_\_\_\_

Sex: male  female

First name: \_\_\_\_\_

Last name: \_\_\_\_\_

Position: \_\_\_\_\_

Department: \_\_\_\_\_

Company: \_\_\_\_\_

Adress: \_\_\_\_\_

Post code \_\_\_\_\_

Participation: \_\_\_\_\_

Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

e-mail: \_\_\_\_\_

MBTI type : \_\_\_\_\_ (if known)

Version: Basic  Sales  Executive

4	Respectful, shows respect	1	2	3	4
	Pioneering, exploring, enterprising	1	2	3	4
	Optimistic	1	2	3	4
	Accommodating, willing to please, ready to help	1	2	3	4

5	Willing, agreeable	1	2	3	4
	Eager, impatient	1	2	3	4
	Methodical	1	2	3	4
	High-spirited, lively, enthusiastic	1	2	3	4

6	Logical	1	2	3	4
	Obedient, will do as told, dutiful	1	2	3	4
	Unconquerable, determined	1	2	3	4
	Playful, frisky, full of fun	1	2	3	4

<u>7</u>	Adventurous, willing to take chances	1	2	3	4	<u>16</u>	Captivating	1	2	3	4
	Analytical	1	2	3	4		Kind, willing to give or help	1	2	3	4
	Cordial, warm, friendly	1	2	3	4		Resigned, gives in	1	2	3	4
	Moderate, avoids extremes	1	2	3	4		Force of character, powerful	1	2	3	4
<u>8</u>	Good mixer, likes being with others	1	2	3	4	<u>17</u>	Companionable, easy to be with	1	2	3	4
	Structured	1	2	3	4		Easygoing	1	2	3	4
	Vigorous, energetic	1	2	3	4		Outspoken, speaks freely and boldly	1	2	3	4
	Lenient, tolerant of others' actions	1	2	3	4		Restrained, reserved, controlled	1	2	3	4
<u>9</u>	Competitive, seeking to win	1	2	3	4	<u>18</u>	Factual	1	2	3	4
	Considerate, caring, thoughtful	1	2	3	4		Obliging, helpful	1	2	3	4
	Outgoing, fun-loving, socially striving	1	2	3	4		Willpower, strongwilled	1	2	3	4
	Harmonious, agreeable	1	2	3	4		Cheerful, joyful	1	2	3	4
<u>10</u>	Aggressive, challenger, takes action	1	2	3	4	<u>19</u>	Attractive, charming, attracts others	1	2	3	4
	Life of the party, outgoing, entertaining	1	2	3	4		Systematic	1	2	3	4
	Easy mark, easily taken advantage of	1	2	3	4		Stubborn, unyielding	1	2	3	4
	Fearful, afraid	1	2	3	4		Pleasing	1	2	3	4
<u>11</u>	Stimulating	1	2	3	4	<u>20</u>	Restless, unable to rest or relax	1	2	3	4
	Sympathetic, compassionate, understanding	1	2	3	4		Neighborly, friendly	1	2	3	4
	Tolerant	1	2	3	4		Popular, liked by many or most people	1	2	3	4
	Aggressive	1	2	3	4		Orderly, neat	1	2	3	4
<u>12</u>	Talkative, chatty	1	2	3	4	<u>21</u>	Argumentative, confronting	1	2	3	4
	Controlled, restrained	1	2	3	4		Adaptable, flexible	1	2	3	4
	Conventional, doing it the usual way, customary	1	2	3	4		Nonchalant, casually indifferent	1	2	3	4
	Decisive, certain, firm in making a decision	1	2	3	4		Light-hearted, carefree	1	2	3	4
<u>13</u>	Well-disciplined, self-controlled	1	2	3	4	<u>22</u>	Brave, unafraid, courageous	1	2	3	4
	Generous, willing to share	1	2	3	4		Inspiring, motivating	1	2	3	4
	Animated, uses gestures for expression	1	2	3	4		Avoid confrontation	1	2	3	4
	Persistent, unrelenting, refuses to quit	1	2	3	4		Quiet, composed	1	2	3	4
<u>14</u>	Sociable, enjoys the company of others	1	2	3	4	<u>23</u>	Cautious, wary, careful	1	2	3	4
	Patient, steady, deliberate	1	2	3	4		Determined, decided, unwavering, stand firm	1	2	3	4
	Self-reliant, independent	1	2	3	4		Convincing, assuring	1	2	3	4
	Soft-spoken, mild, reserved	1	2	3	4		Good-natured, pleasant	1	2	3	4
<u>15</u>	Gentle, kindly	1	2	3	4	<u>24</u>	Jovial, joking	1	2	3	4
	Persuasive, convincing	1	2	3	4		Organized	1	2	3	4
	Humble, reserved, modest	1	2	3	4		Nervy, gutsy, brazen	1	2	3	4
	Magnetic, attracts others	1	2	3	4		Even-tempered, calm, not easily excited	1	2	3	4

# INSIGHTS Personal Interests, Attitudes and Values

Personal moral concepts are those interests, goals and likes, that determine our daily life and our career. This questionnaire is designed to help you to find out which area is most important to you.

This questionnaire forms the base of your INSIGHTS report. You can't do anything wrong or fail. This is designed to assess the effective behaviour preferences in your working-environment.

## Indication 2:

Find a place where you will not be disturbed.  
Read every passage carefully.

There are 12 Passages, each offering you 6 possibilities to rate.

1. **Choose your personal likes in each of the passages listed below. Rate each statement from 1 to 6, starting with 1 being your first choice, 2 your second choice.....**
2. Within each passage each mark (1-6) may only be used once.
3. Please fill in all 12 passages this way. Please check that you have rated each statement in each section with 1, 2, 3, 4, 5 or 6.
4. Please don't discuss your rating with others, but answer according to your own self-estimation.
5. Rate the statements as quickly as possible. Spontaneous answers are usually the most accurate. The Time-Frame for this part of the questionnaire is 15-20 minutes max.

### 1 *My favorite subjects to study:*

Math/Science	1	2	3	4	5	6
Political Science	1	2	3	4	5	6
Theology	1	2	3	4	5	6
Fine Arts	1	2	3	4	5	6
Financial Planning	1	2	3	4	5	6
Sociology	1	2	3	4	5	6

**1 My favorite subjects to study:**

Math/Science	1	2	3	4	5	6
Political Science	1	2	3	4	5	6
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Fine Arts	1	2	3	4	5	6
Financial Planning	1	2	3	4	5	6
Sociology	1	2	3	4	5	6

**2 My personal interests are:**

Self-reliance	1	2	3	4	5	6
Sharing my philosophy	1	2	3	4	5	6
Appreciation of the beauty of nature	1	2	3	4	5	6
Financial security	1	2	3	4	5	6
Service to others	1	2	3	4	5	6
Knowledge	1	2	3	4	5	6

**3 Leisure activities that I enjoy:**

Volunteer work	1	2	3	4	5	6
Studying new things	1	2	3	4	5	6
Mentoring and organizing others	1	2	3	4	5	6
Investing/Spending money	1	2	3	4	5	6
Going to museums	1	2	3	4	5	6
Spiritual activities	1	2	3	4	5	6

**4 Personal motivators for me are:**

Being a leader	1	2	3	4	5	6
Continuing education	1	2	3	4	5	6
Traditional values	1	2	3	4	5	6
Helping others	1	2	3	4	5	6
Increasing my net worth	1	2	3	4	5	6
Arts/Crafts	1	2	3	4	5	6

**5 My career goals:**

Artist	1	2	3	4	5	6
Researcher	1	2	3	4	5	6
Business owner	1	2	3	4	5	6
Lead others	1	2	3	4	5	6
Spiritual leader	1	2	3	4	5	6
Social reformer	1	2	3	4	5	6

**6 My desire for improvement may include:**

Spiritual growth	1	2	3	4	5	6
Helping others	1	2	3	4	5	6
Leadership roles	1	2	3	4	5	6
Security for retirement	1	2	3	4	5	6
Additional education	1	2	3	4	5	6
Beautification of personal surroundings	1	2	3	4	5	6

**7 If I were given \$500,000 I would:**

Purchase an art collection	1	2	3	4	5	6
Take on new challenges	1	2	3	4	5	6
Give some to charity	1	2	3	4	5	6
Save some/Invest some	1	2	3	4	5	6
Take courses to gain knowledge	1	2	3	4	5	6
Give to a group that supports my beliefs	1	2	3	4	5	6

**8 I think our tax money should be spent on:**

Help for the homeless	1	2	3	4	5	6
Military/Defense	1	2	3	4	5	6
New technology	1	2	3	4	5	6
Funding of the Arts	1	2	3	4	5	6
Improving productivity	1	2	3	4	5	6
Justice	1	2	3	4	5	6

**9 People I admire as role models:**

Humanitarians	1	2	3	4	5	6
Military leaders	1	2	3	4	5	6
Entrepreneurs	1	2	3	4	5	6
Artists	1	2	3	4	5	6
Scientists	1	2	3	4	5	6
Ethical leaders	1	2	3	4	5	6

**10 The way I would like to contribute to society:**

Helping the sick and disadvantaged	1	2	3	4	5	6
Being a business person	1	2	3	4	5	6
Doing what is expected	1	2	3	4	5	6
Protecting natural resources	1	2	3	4	5	6
Being an inventor	1	2	3	4	5	6
Being a community leader	1	2	3	4	5	6

**11 My personal goals:**

Helping others	1	2	3	4	5	6
Elected official	1	2	3	4	5	6
Economic freedom	1	2	3	4	5	6
Discovering new technology	1	2	3	4	5	6
Artistic expression	1	2	3	4	5	6
Sharing my faith	1	2	3	4	5	6

**12 My outside interests:**

Research and testing new ideas	1	2	3	4	5	6
Protecting the environment	1	2	3	4	5	6
Community projects	1	2	3	4	5	6
Part-time business	1	2	3	4	5	6
Politics	1	2	3	4	5	6
Spiritual activities	1	2	3	4	5	6

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L I C E N S E E



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