

STRUCTURED PERSONALITY INVENTORY

Archive number: XXXXX

| | central range | | | | | | | | | | | |
|---|---------------|---|---|---|---|---|---|---|---|----|--|-------------------------|
| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | | |
| DYNAMIC | | | | | | | | | | | | |
| CONTACT BEHAVIOR extroverted, superficially | 1 | | | | | | | | | | | introverted, allying |
| GOAL- AND CONFLICT MANAGEMENT assertive, dominant | | | 3 | | | | | | | | | compliant, consensual |
| LEVEL OF ACTIVITY offensive, action-orientated | | | | | | 6 | | | | | | temporising, considered |
| RISK ORIENTATION risky, reckless | | | 3 | | | | | | | | | careful, steady |

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| SOCIAL COMPETENCE | | | | | | | | | | | | |
| SOCIAL ORIENTATION selfish, determinated | | 2 | | | | | | | | | | selfless, service-orientated |
| OBJECT/ SUBJECT FOCUS fact-orientated, soberly | | | | | | | | | 9 | | | person-orientated, empathic |
| COMMUNICATION STYLE open-minded, distanceless | | | | | | 6 | | | | | | reserved, diplomatic |
| EXPECTATION ATTITUDE distrustful, alert | | | | | | | | 8 | | | | trusting, credulous |

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| PSYCHOLOGICAL ENDURANCE | | | | | | | | | | | | |
| TENDENCY OF MOOD balanced, controlled | | | | | | 6 | | | | | | sensitive, erratic |
| SELF-ESTIMATION self-assured, presumptuous | | | | 4 | | | | | | | | self-critical, reflecting |
| TENSION LEVEL tense, energy-loaded | | | | | | | | 7 | | | | relaxed, phlegmatic |

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| SELF REGULARIZATION disciplined, pedantic | | | | | | | | | | 9 | | easygoing, chaotic |
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| | central range | | | | | | | | | | |
|-----------------------|---------------|---|---|---|---|---|---|---|---|----|--|
| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | |
| POTENTIALITIES | | | | | | | | | | | |
| Sales | | | | | | | | 8 | | | |
| Leadership | | | | | | | 7 | | | | |
| Team | | | | 4 | | | | | | | |
| Achievement | | | | | | | 7 | | | | |
| Conformity | | | 3 | | | | | | | | |