

BOOKLET LIFO

NAME: _____ DATE OF BIRTH: _____

CIVIL STATUS: _____ DATE: _____

Most recent academic degree achieved: _____

INSTITUTION: _____ POSITION: _____

INSTRUCTIONS

In this set of questions, you will find a series of descriptive statements, each followed by 4 sentences to choose from to complete it. You should analyze them and assign a number to each one in order of your preference, choosing the one that reflects your way of being.

For the phrase that most resembles you please write down the number 4, use the number 3 in for the second preferred number, and so on until reaching 1 that would be the one that least describes you.

Practice Example:

1.- Most of the time I am:

- a) Benevolent, good natured, useful
- b) Productive and full of plans
- c) Economic and careful
- d) Charming and popular

Avoid omitting any answers, nor to repeat values in the set.

Possible Answers

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(4, 3, 2, 1)

1. I feel better with myself when:

- a) I act with idealism and optimism ☐
 - b) I see an opportunity of leadership and I go after it ☐
 - c) I look after my own interests and let others look after theirs ☐
 - d) I adapt to the group I'm with ☐
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2. I'm really apt to treat others:

- a) Respectfully, politely and with admiration ☐
 - b) Actively, energetically and sure of myself ☐
 - c) Carefully, confidentially and calmly ☐
 - d) With sympathy, socially and friendly ☐
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3. I make others feel:

- a) Taken in consideration, capable and worthy of asking for advice ☐
- b) Interested and enthusiastic to join me in the things I want to do ☐
- c) Treated with justice, respected and appreciating the consideration that I feel for them ☐
- d) Pleased, impressed with me and willing to have me close to them ☐

4. In a disagreement with someone else, I get better results when:

- a) I trust the sense of justice in the other person ☐
 - b) I try to handle the problem cunningly and using my tactical superiority ☐
 - c) I remain calm, methodic and impassive ☐
 - d) I'm flexible and adapt to the other person ☐
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5. In my relationships with others I can:

- a) Turn too confident and trust people that are not seeking for my trust ☐
 - b) Become aggressive and take advantage of others, before they realize that I haven't been considerate towards them ☐
 - c) Become suspicious and prudent and treat them with a lot of caution ☐
 - d) Become too friendly and find myself among people when I haven't been especially invited ☐
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6. I strike others as:

- a) A naive person with little initiative and self-confidence ☐
 - b) A "shrewd stock broker" that is always trying to get the lion's share of the best deal ☐
 - c) An obstinate individual that is detached from others ☐
 - d) An inconsistent person that never assumes a personal point of view or position ☐
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7. I feel I can persuade people by being:

- a) Humble and Idealistic ☐
 - b) Convincing and self-confident ☐
 - c) Patient and practical ☐
 - d) Entertaining and animated ☐
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8. In my relationships with others i am very apt to be:

- a) Credible, reliable and supportive of others ☐
 - b) Fast in developing helpful ideas and organizing others to carry them out ☐
 - c) Practical, logical and careful to know who I'm dealing with ☐
 - d) Interested in knowing all about others and anxious to adjust to what they expect of me ☐
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9. I feel very satisfied when others see me as:

- a) A loyal and trustworthy friend ☐
- b) A person that can take ideas and put them to work ☐
- c) A practical person who thinks on my own ☐
- d) A significant person, worthy of attention ☐

10. If I don't get what I want from another person, I tend to:

- a) Surrender willingly and justify the inability of the other person to do the same ☐
 - b) Claim my rights and try to persuade the person to do it anyway ☐
 - c) Feel indifferent and find another way to get what I want ☐
 - d) Take it lightly and be flexible about the problem ☐
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11. When something fails the best is to:

- a) Rely on others and trust their help ☐
 - b) Fight for my rights and take what I really deserve ☐
 - c) Maintain what I already have and pay no attention to others ☐
 - d) Keep the facade and try to sell myself at the highest possible price ☐
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12. Sometimes I'm afraid others will see me as:

- a) Submissive and impressionable ☐
 - b) Aggressive and arrogant ☐
 - c) Detached from others and obstinate ☐
 - d) Superficial and seeking for attention ☐
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13. I feel the best way to succeed in life is to:

- a) Be a person worth of appreciation and trust to the ones that have authority to recognize my value ☐
 - b) Work to establish a right to advance and then claim it ☐
 - c) Preserve what I've got and build upon it ☐
 - d) Develop a successful and appealing personality ☐
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14. Resolving the problem of working with a difficult person:

- a) I investigate with others the way they worked out the problem and follow their advice ☐
 - b) I reach an agreement and continue with the person in the best way possible ☐
 - c) I decide for myself what is correct and keep my convictions and points of view ☐
 - d) I change, in order to adapt to the other person and make the relationship more harmonious ☐
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15. The impression I give out to others is:

- a) A trusting person that appreciates their help and advice ☐
 - b) A confident person that takes initiative and makes others take action ☐
 - c) A stable person that treats others in a conservative way ☐
 - d) An enthusiastic person congenial with almost everybody ☐
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16. I feel that in the final analysis it's better to:

- a) Simply accept defeat and look for what I want somewhere else ☐
 - b) Pursue a war of strategies, before accepting defeat and ending up empty-handed ☐
 - c) Be suspicious and possessive before giving up what I have ☐
 - d) Negotiate and, for the moment, continue ☐
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17. Sometimes I can be:

- a) Easily influenced and insecure ☐
 - b) Aggressive, ambitious and arrogant ☐
 - c) Untrusting, cold and critical ☐
 - d) Childish, trying to be the center of attention ☐
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18. Sometimes I can make others feel:

- a) Superior and condescending with me ☐
 - b) Used by me and angry at me ☐
 - c) Unjustly treated and cold towards me ☐
 - d) Impatient and indifferent towards me ☐
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