WHEN DID WE ALL BECOME DIFFICULT PEOPLE?

WHEN YOU NEED TO GO BEYOND DEALING WITH THEM AND THEY WON'T SEEM TO DISAPPEAR

WHAT DO OTHERS DO THAT MAKE THEM DIFFICULT?

CORE SNAPSHOT™

Read each horizontal set of words and select one from either column A, B, C, or D. Select the one that describes you most or most often. Record your total for each column. When added together, the totals should equal 18. If they do not, please ensure you have selected an answer in each row, versus each column.

<table>
<thead>
<tr>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
</tr>
</thead>
<tbody>
<tr>
<td>___Leader</td>
<td>___Planner</td>
<td>___Team Player</td>
<td>___Motivator</td>
</tr>
<tr>
<td>___Decisive</td>
<td>___Meticulous</td>
<td>___Flexible</td>
<td>___Enthusiastic</td>
</tr>
<tr>
<td>___Direct</td>
<td>___Technical</td>
<td>___Supportive</td>
<td>___Outgoing</td>
</tr>
<tr>
<td>___Problem Solver</td>
<td>___Structured</td>
<td>___Adaptable</td>
<td>___Energetic</td>
</tr>
<tr>
<td>___Driven</td>
<td>___Precise</td>
<td>___Sympathetic</td>
<td>___Spontaneous</td>
</tr>
<tr>
<td>___Goal Directed</td>
<td>___Scheduled</td>
<td>___Laid back</td>
<td>___Sociable</td>
</tr>
<tr>
<td>___Independent</td>
<td>___Sensible</td>
<td>___Compliant</td>
<td>___Imaginative</td>
</tr>
<tr>
<td>___Ambitious</td>
<td>___Organized</td>
<td>___Follows Rules</td>
<td>___Unpredictable</td>
</tr>
<tr>
<td>___Need a Challenge</td>
<td>___Need Order</td>
<td>___Need Stability</td>
<td>___Need Freedom</td>
</tr>
<tr>
<td>___Bold</td>
<td>___Careful</td>
<td>___Easygoing</td>
<td>___Persistent</td>
</tr>
<tr>
<td>___Action</td>
<td>___Logic</td>
<td>___Reassurance</td>
<td>___Excitement</td>
</tr>
<tr>
<td>___Take Charge</td>
<td>___Cautious</td>
<td>___Patient</td>
<td>___Approachable</td>
</tr>
<tr>
<td>___Impatient</td>
<td>___Perfectionistic</td>
<td>___Indecisive</td>
<td>___Forgetful</td>
</tr>
<tr>
<td>___Competitive</td>
<td>___Orderly</td>
<td>___Cooperative</td>
<td>___Convincing</td>
</tr>
<tr>
<td>___Self-directed</td>
<td>___Focused</td>
<td>___Extra-Miler</td>
<td>___People-oriented</td>
</tr>
<tr>
<td>___Restless</td>
<td>___Skeptical</td>
<td>___Undirected</td>
<td>___Undisciplined</td>
</tr>
<tr>
<td>___Influential</td>
<td>___Time Conscious</td>
<td>___Good Mediator</td>
<td>___Inspirational</td>
</tr>
<tr>
<td>___To the point</td>
<td>___Specific Details</td>
<td>___Helpful</td>
<td>___Interesting</td>
</tr>
<tr>
<td>_______Total</td>
<td>_______Total</td>
<td>_______Total</td>
<td>_______Total</td>
</tr>
</tbody>
</table>

Want others to take the free CORE Snapshot™? Go to [www.ContagiousCompanies.com/CORESnapshot](http://www.ContagiousCompanies.com/CORESnapshot)

Want to contact Monica? [Monica@ContagiousCompanies.com](mailto:Monica@ContagiousCompanies.com)
WHEN DID WE ALL BECOME DIFFICULT PEOPLE?

WHEN YOU NEED TO GO BEYOND DEALING WITH THEM AND THEY WON'T SEEM TO DISAPPEAR

WHAT DOES YOUR SCORE MEAN?

**GENERAL CORE® ATTRIBUTES**

**COMMANDER (column A)**

- **Normally:**
  - Extroverted, Assertive, Serious
  - Thrives on Power and Authority
  - Decisive – Results/Action Oriented
  - Direct, Matter of Fact Relating
  - Enjoys Competition, Challenge and Purposeful Activity
  - Relates to Clear Cut Decisions and Tangible Benefits

- **Under Stress Becomes:**
  - Aggressive; Bossy and Controlling
  - Impatient
  - Louder and/or Belligerent

**ORGANIZER (column B)**

- **Normally:**
  - Introverted, Reserved, Serious
  - Thrives on Order and Procedure
  - Detailed – Systems Oriented
  - Thorough, Cautious Relating
  - Enjoys Structure, Predictability, and Factual Information
  - Relates to Constancy, Planning, Accuracy and Dependability

- **Under Stress Becomes:**
  - Passive Aggressive/Narrow Minded
  - Withdrawn/Cold/Stubborn/Resistant
  - Narrow Minded

**ENTERTAINER (column D)**

- **Normally:**
  - Extroverted, Assertive, Playful
  - Thrives on Action and Enthusiasm
  - Energetic – Interaction Oriented
  - Friendly, Matter of Fact Relating
  - Enjoys Spontaneity, Change and Communicating
  - Relates to Discussion, Debate, and Friendly Competition

- **Under Stress Becomes:**
  - Aggressive/Pushy/Argumentative
  - Impatient
  - Louder/Demanding

**RELATER (column C)**

- **Normally:**
  - Introverted, Reserved, Playful
  - Thrives on Cooperation and Sharing
  - Patient – Construction Oriented
  - Friendly, Supportive Relating
  - Enjoys Stability, Reassurance, and Pleasant Surroundings
  - Relates to Loyalty, Flexibility, Consistency, and Duty

- **Under Stress Becomes:**
  - Passive/Submissive
  - Withdrawn/Hurt/Silent or Tearful
  - Stubborn/Sensitive/Guilt Laden

The CORE Snapshot™ is designed to provide a quick look at your current self-perception. 54% of the population does not know themselves well enough to accurately self-report, thus many individuals and organizations choose to take the natural next step by requesting the CORE Profile® for leaders and their teams. If you want to grow your leaders, develop your teams, or simply get rid of that knot in your own stomach, contact Monica Wofford or Contagious Companies, Inc. at 1-866-382-0121.