

## Lesson 20 Worksheet: The Most Influential Person You Will Ever Meet

This worksheet will help you get to know yourself better, by looking in several different 'mirrors': introspection; talents; multiple intelligences; extroversion/introversion; personality types; motivations and feedback.

**The worksheet includes links to several free online tests. Always take the results with a pinch of salt!** I've included them as they are a fun way to get you thinking about the issues, and get some basic feedback – but the free tests are not necessarily scientifically validated, and you are not getting personalized feedback from a qualified assessor.

To help you get a more balanced view, I've included two different tests in each category, so that you can compare the results they give you. There are also links to tests that you can pay for, to get a more professional assessment. (I'm not an affiliate for any of these.)

Important: The questions and tests in this worksheet are designed to give you a starting point for getting to know yourself better. But whatever you do, **don't put yourself in a box**. You're more complex and more interesting than any psychological category or personality type!

## **1. Introspection**

Find a quiet place to sit, where you won't be disturbed. Switch off your phone.

Close your eyes and start to pay attention to your inner world:

- your thoughts
- your feelings
- the sensations in your body

Sit still and pay attention for five minutes (set a timer if you like). Do your best to just observe, without judging or criticising. And if you find yourself judging or criticising, then just observe that!

Don't worry if you find this difficult. It's normal to get lost in your thoughts, or bored, or to fidget or doze off. When that happens, bring your attention back to the present and continue to observe.

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If you practise this exercise regularly – even for just 5 minutes a day, you will gradually come to know yourself better. And you may be pleasantly surprised to find it easier to change old patterns of thought and behaviour, for the better.

If you're interested in pursuing this line of enquiry, have a look at this Introduction to Insight Meditation by the monks at Amravati Buddhist Monastery (you don't need to be a Buddhist to practise the techniques): <https://www.amaravati.org/dhamma-books/introduction-to-insight-meditation/>

And Zen priest Steve Hagen has written an excellent book – Meditation: Now or Never. [http://www.amazon.com/Meditation-Now-Never-Steve-Hagen/dp/0061143294/ref=sr\\_1\\_1](http://www.amazon.com/Meditation-Now-Never-Steve-Hagen/dp/0061143294/ref=sr_1_1)

## **2. Talents**

What kind of activities are you good at?

What did you used to be good at, that you haven't done for a while?

What kinds of activities are you terrible at?

What do your answers to the first three questions tell you about your talents?

What difference would it make to your career if you decided to forget about fixing your weaknesses and instead build on your strengths, by developing your talents to the full?

### 3. Multiple Intelligences

Here are Howard Gardner's 8 multiple intelligences:

1. **Spatial** – visualization and spatial awareness
2. **Linguistic** – use of spoken or written words
3. **Logical-mathematical** – reasoning and dealing with numbers and abstractions
4. **Bodily-kinesthetic** – movement and dexterity
5. **Musical** – sensitivity to and ability with sounds, rhythms, tones, and music
6. **Interpersonal** – empathy, communication and influencing
7. **Naturalistic** – understanding and relating to the natural world
8. **Existential** – contemplation of ideas beyond physical data and sense impressions (e.g. philosophy, cosmology, mysticism)

Which of them do you identify with?

Which do you definitely *not* have?

Here are a couple of online tests to help you determine your strongest intelligences:

<http://www.businessballs.com/howardgardnermultipleintelligences.htm#multiple%20intelligences%20tests>

<http://literacyworks.org/mi/assessment/findyourstrengths.html>

What difference would it make to your career if you decided to focus on developing your strongest intelligence(s)?

#### **4. Extrovert or Introvert?**

Do you think you're naturally more introverted or extroverted?

Here are a couple of tests to help you decide:

<http://www.towerofpower.com.au/introvert-and-extrovert-personality-test>

<http://www.nerdtests.com/mq/take.php?id=19>

Whichever you are, supposing you made an effort to be more like your opposite? What new options would it open up in your life and career?

## **5. Personality**

### ***(a) Myers-Briggs Type Indicator (MBTI)***

Try these two free tests:

[http://www.personalitypathways.com/type\\_inventory.html](http://www.personalitypathways.com/type_inventory.html)

<http://similarminds.com/jung.html>

If you want to take the official MBTI test (for a fee) here it is:

<https://www.mbticomplete.com/en/index.aspx>

Do you recognize yourself in the results?

### ***(b) Big Five Model***

Here are a couple of free tests:

<http://similarminds.com/cgi-bin/newbig5.pl>

<http://www.bbc.co.uk/science/humanbody/mind/surveys/personality/index.shtml>

Do you recognize yourself in these results?

**(c) The Enneagram**

i. Here's an abbreviated free version of the popular RHETI Enneagram type test:

<http://www.9types.com/rheti/index.php>

Do you recognize yourself in the results?

ii. Download my free ebook, *An Introduction to the Enneagram*:

<http://www.wishfulthinking.co.uk/2007/07/06/free-e-book-an-introduction-to-the-enneagram/>

Do you recognize yourself in any of the type descriptions?

## **6. Motivations**

In his book *The Rise of the Creative Class*, Richard Florida analyses a survey of IT workers' motivations, conducted by *Information Week* in 2001. Over 20,000 workers were asked the question 'What matters most to you about your job?', and given a choice of 38 different factors. Here are the top 10 factors, as ranked in order of importance by the survey respondents:

1. Challenge and responsibility
2. Flexibility
3. A stable work environment
4. Compensation
5. Professional development
6. Peer recognition
7. Stimulating colleagues and managers
8. Exciting job content
9. Organisational culture
10. Location and community

In what order would *you* place these factors, in relation to your work?

Are there any other motivations you would add to the list?



## **7. Feedback**

What's the nicest thing people keep saying about you?

What do they keep saying about you that you'd rather not hear?

Could there be a grain of truth in this? (Even if they don't express it in a very helpful way!)

If so – are you willing and able to make some changes in this area?

Or is it something you can learn to accept as a part of who you are?