



date	title	forename
company	surname	
address	tel	
	mobile	
	email	

How to complete the PPA+:

- Think of yourself in your work situation.
- 2. Examine one line of four words at a time.
- In each line select the word that Most describes you in the work situation and place an M in the box to the right of the word.
- Choose a word from each line which Least describes you in the work situation and place an L in the box to the right of that word.
- Each completed line must contain one M and one L.
- Your first thought is probably the right one.
- 7. The exercise should take about 8 minutes to complete, without interruption and preferably in isolation.

	V	email	email				
exa	mple kind L	admirable	resigned	force-of-character M			
1	kind warm-hearted	admirable worthy of praise	resigned accepts what is unavoidable	force-of-character determined to get results			
2	animated energetic, lively	well-disciplined self-controlled, orderly	persistent keep trying	generous happy to share			
3	modest humble	authoritative domineering, commanding	contented relaxed, satisfied	cheerful smiling, pleasant			
4	conventional traditional, routine	gentle	insistent doesn't allow refusal	playful full of fun			
5	life-of-the-party	fussy concerned about detail	confrontational likes to argue	soft-touch can be taken advantage of			
6	frank completely honest	compassionate cares about people	expressive passionate when speaking	careful cautious, diligent			
7	adaptable will consider alternatives	supportive helps others	driven ambitious, motivated	engaging good speaker			
8	inquisitive curious, interested	inspiring encourages others with actions	helpful cooperates with others	conscientious hard-working			
9	enthusiastic eager, passionate	dependable reliable, responsible	decisive ready to make decisions	analytical thorough problem solver			
10	competitive likes to win	perfectionist striving for flawlessness	charming liked by people	tolerant accept others for what they are			
11	sociable approachable, gregarious	patient will wait until the time is right	soft-spoken speak in a mild manner	self-reliant independent			
12	networker makes contacts	entrepreneurial thinking and doing things differently	systematic methodical, organised	calm peaceful, composed			
13	pioneering innovates, tries new things	optimistic always look on the bright side	accommodating unselfish, helpful	respectful polite, courteous			
14	meticulous exact, fussy	persevering persistent, determined	lively cheerful, outgoing	trusting believes people are honest			
15	thoughtful caring, compassionate	persuasive can get others to agree	logical rational, coherent	assertive not afraid to speak out			
16	friendly companionable, kind	diplomatic tactful, polite	reflective contemplative, thoughtful	bold confident, unreserved			
17	prudent diligent, sensible	comforting reassuring, encouraging	good-mixer sociable, chatty	risk-taker not afraid of potential dangers			
18	upbeat positive, cheery	reasonable fair, impartial	detailed provides lots of information	direct straightforward, blunt			
19	compliant obedient, unassuming	daring adventurous, brave	talkative likes to speak	obliging happy to help			
20	firm strong-willed, steadfast	rational acts with good reason	understanding sympathetic to others	good-humoured cheerful, warm			
21	jovial happy, jolly	even-tempered calm, relaxed	courageous brave, daring	precise meticulous, careful			
22	convincing trustworthy, definitive	cautious careful to avoid risk	determined resolved, persistent	good-natured kind, considerate			
23	companionable warm,	accurate prefers to be factual and correct	outspoken frank, direct, honest	restrained , reserved, self-controlled			
24	fearless brave, intrepid	laid-back easy-going, peaceful	popular liked by others	wary sceptical, cautious			

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