**Traits Worksheet**

Traits are groupings of behaviors and attitudes that we use to meet challenges we face in our lives. All traits are useful. What makes a trait good or bad is what situation it is used in. All traits are good when used at the right time. Important parts of managing life well are to choose the right trait in the right situation and to seek to improve our skills in the traits we are not that good at.

**EXAMPLES OF TRAITS:**

* Take control/dominance
* Submission
* Information-gathering/research
* Information-giving
* Teaching
* Problem-solving
* Trial-and-error/experimenting
* Perseverance/hard work
* Avoidance
* Ignoring
* Wait-and-see
* Creativity
* Persuasion/convince others
* Manipulation/deception
* Humility
* Kindness
* Be protective
* Be dramatic
* Perspective taking
* Nurturing
* Take action immediately/act now, think later
* Get help
* Negotiation
* Criticize/identify problems
* Aggression

**WHAT TRAIT(S) WOULD BE BEST TO USE IN THESE SCENARIOS?**

You are driving on the high-way when the check engine light comes on.

Trait(s) to apply: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

While you are driving, a police officer pulls you over.

Trait(s) to apply: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

You are working in sales. A store is already selling WhatshallwecallIt from a different company. You are now calling them up and it is your job to get them to switch to Doohicky – your company’s product.

Trait(s) to apply: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

You are cleaning out some brush in the garden when a squirrel suddenly bites you and does not let go.

Trait(s) to apply: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**MORE SCENARIOS ON THE NEXT PAGE**

You are watching some children and you walk into the room where they are playing. They have set the curtains on fire, and the curtains are burning quickly.

Trait(s) to apply: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

You are trying to hail down a cab, but the cabs seem to not notice you.

Trait(s) to apply: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

You are waiting at the doctor’s office, but after 45 minutes, you have not yet been called.

Trait(s) to apply: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

You accidentally ate your boss’s lunch. He now comes and asks you about it.

Trait(s) to apply: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

All day, you have been trying to move the rock in the garden by rolling it. It has not even moved an inch.

Trait(s) to apply: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Different kinds of apples have different texture and taste. You know that in the long run you would like to be buying the apples you like best, but you don’t know which you like best.

Trait(s) to apply: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Your boyfriend/girlfriend feels unhappy, and you are not sure why.

Trait(s) to apply: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**SELF-ASSESSMENT:**

What traits do you think you use too much? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

What traits do you think you need to use more? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

What traits do you feel like you need to develop better skills in? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_