

What Is Your Personality?

Directions:

There are 36 statements with 4 possible answers to each of them. Each answer has a number directly to the left of it. Be sure to choose only one answer for each statement by circling it and make sure that it best describes you. When you have completed all 36 statements, you will transfer the number you circled to the grid next to the corresponding statement number.

1. In conversations with acquaintances or strangers about controversial topics
 - 0 – I am too timid to give my opinion
 - 1 – I give my opinion when given the chance
 - 2 – I use small talk to speak my mind
 - 3 – I like to speak my mind without beating around the bush

2. When I go to a bookstore or library to get information on an issue
 - 0 – I skim through a couple of books to get a basic understanding
 - 1 – I take out a couple of books to get a good understanding
 - 2 – I take out several books to help me to participate in discussions
 - 3 – I leave with a pile of books to better prepare me for a debate

3. When trying to make a point with someone
 - 0 – I feel like stories are a waste of time
 - 1 – I use a story that was told to me
 - 2 – I tell stories about my personal experiences
 - 3 – I tell stories relating my own personal experiences with theirs

4. One of the most important things in life is
 - 0 – getting more time for me
 - 1 – meeting people
 - 2 – getting to know people
 - 3 – true friendship

5. When I make plans to do something
 - 0 – I keep it to myself
 - 1 – I let a few friends know about it
 - 2 – I ask a friend to do it too
 - 3 – I really like to ask others to do it too

6. When people have needs in life
 - 0 – I have no clue what they are
 - 1 – I have an idea of what they are
 - 2 – I and everyone else know it
 - 3 – I know what they are when others don't

7. When it comes to putting someone on the spot in a conversation
 - 0 – I try to change the subject
 - 1 – I question if it's necessary or not
 - 2 – I try to be direct as I am allowed to be
 - 3 – I don't shy away when it seems necessary to me

8. I tend to
 - 0 – accept things as they seem to be
 - 1 – put some thought into things
 - 2 – think things through with careful consideration
 - 3 – analyze things and think things through

9. When I try to identify with others
 - 0 – I am usually at a loss for words
 - 1 – sometimes I say the right thing
 - 2 – I use a phrase like "I can relate with that"
 - 3 – I use phrases like "I used to think that way too" or "I once felt the way you do"

10. People tell me that
 - 0 – I am very unapproachable
 - 1 – sometimes I can be annoying
 - 2 – they like to be around me
 - 3 – it is very easy for me to make friends

11. If a friend asks a question that I don't know the answer to
 - 0 – I have no idea what to do to help them
 - 1 – I will suggest they ask someone else
 - 2 – I will try to find them someone who does
 - 3 – I will introduce them to someone who does

12. Helping other people in tangible ways
 - 0 – makes me tired and irritable
 - 1 – feels okay when I have the time
 - 2 – makes me feel good
 - 3 – is very important to me and is a main focus of my life

13. When it comes to confronting my friends with the truth
- 0 – I usually pass up the chance so I don't threaten the relationship
 - 1 – I think sometimes you have to water it down not to hurt the relationship
 - 2 – I believe in being truthful if my friend can handle it
 - 3 – I believe in being truthful, even if it could hurt the relationship
14. When I am in conversations
- 0 – I usually play it safe and not ask personal questions
 - 1 – I sometimes ask a personal question
 - 2 – I ask people what they believe but I stay away from asking them why
 - 3 – I ask people what they believe and why they believe it
15. When I tell people something that I consider important in my life
- 0 – they seem uninterested and change the subject when I'm done
 - 1 – they listen but seem to be confused
 - 2 – they seem to find my story interesting
 - 3 – they were very interested in hearing my story and wanted to know more
16. I would rather
- 0 – stick to myself than talk to someone about what is going on in their life
 - 1 – spend a little time with someone than being alone
 - 2 – be interactive in a conversation with someone than let it be one-sided
 - 3 – talk to someone about what is going on in their life than discuss the details of their religious background
17. If I know of a good event that my friends would enjoy
- 0 – I wouldn't know how to ask them to go
 - 1 – I would ask a friend to invite them
 - 2 – I would invite them and give them space to make up their mind
 - 3 – I would invite them and work really hard to get them there
18. I prefer to show love
- 0 – when it is convenient for me
 - 1 – by telling someone how I feel
 - 2 – by following through with what I say
 - 3 – always through my actions more than my words

19. I believe that real love often means
- 0 – lying to spare someone’s feelings
 - 1 – watering down the truth not to hurt someone’s feelings
 - 2 – telling the truth only if you think the person can handle it
 - 3 – telling the truth, even when you know it’s going to hurt
20. When it comes to debates on difficult questions and controversial issues
- 0 – I run in the opposite direction
 - 1 – I participate only when I am drawn into the discussion
 - 2 – I usually participate but do more listening than talking
 - 3 – I get excited to participate in discussions and have a lot of opinions
21. I share my mistakes with others
- 0 – very rarely and it makes me feel uncomfortable to do so
 - 1 – but I don’t always know the possible solutions to help them to avoid the same errors
 - 2 – but I can’t always explain the possible solutions to help them to avoid the same errors
 - 3 – and help them relate to the possible solutions to hopefully avoid making the same mistakes that I have made
22. When getting involved in discussions concerning a person’s life
- 0 – I would rather just mind my own business
 - 1 – I make sure that their beliefs are the same as mine before I commit to getting closer
 - 2 – I want to get to know them and the details of their beliefs pretty much at the same time
 - 3 – I want to get to know them before I even care about the details of their beliefs
23. When it comes to spiritual or religious events like Christian concerts, outreach events or seeker services
- 0 – I usually just go with like-minded friends, if at all
 - 1 – if I have nothing better to do I’ll invite a friend
 - 2 – If someone tells me when they are happening I’ll invite a friend
 - 3 – I find out when they are scheduled so that I can purposefully invite a friend
24. I believe that showing people love through my actions
- 0 – is the wrong approach to sharing what I believe to be important
 - 1 – may or may not peak their curiosity or start a conversation
 - 2 – will make them more likely to want to talk to me
 - 3 – will make them more likely to want to listen to what I have to say

25. A motto that would fit me is:

- 0 – play it safe, lay low, fly under the radar
- 1 – be cautious with your actions but don't stand still
- 2 – take some chances and try to make a difference
- 3 – make a difference or make a mess, but do something

26. I often get frustrated with people

- 0 – that know more than I do and usually win arguments
- 1 – that win arguments that could go either way but have strong logic that is hard to disagree with
- 2 – when they have a good argument but they can't explain it
- 3 – when they use weak arguments or poor logic

27. People seem interested in hearing stories

- 0 – except the ones that I try to tell
- 1 – that I tell as long as they are short stories
- 2 – about themselves and their lives
- 3 – about the things that have happened in my life

28. I enjoy

- 0 – being by myself
- 1 – being with friends sometimes, and being by myself other times
- 2 – hanging out with my friends
- 3 – long talks with my friends

29. When I read, hear, or see something that I really like

- 0 – I do nothing more but appreciate it
- 1 – I wonder if anyone else would like it too
- 2 – I sometimes think of other people that might appreciate it
- 3 – I immediately think of other people that I know who would also like it

30. I feel like I can share my beliefs more effectively by

- 0 – having a debate with someone
- 1 – using my good deeds to guilt them into talking with me
- 2 – doing something practical for someone to show what a good person I am
- 3 – doing something practical for someone and giving God all the credit

31. I'm told that
- 0 – I am usually too sensitive and gentle when I interact with others
 - 1 – I usually interact with others in a non-threatening way
 - 2 – I am more direct than indirect when I interact with others
 - 3 – I usually lack gentleness and sensitivity in the way I interact with others
32. When it comes to the underlying reasons for opinions or beliefs that people hold
- 0 – I think it's too much trouble to try to understand them
 - 1 – I will listen to them and comment on a few to stay in the conversation
 - 2 – I will try to understand them
 - 3 – I enjoy trying to understand them and will seek them out
33. Thinking about what God has done in my life
- 0 – I hold it close to my heart and I feel inadequate to share it
 - 1 – makes me wonder if I know how to share it with others
 - 2 – makes me feel pretty sure that I know how to share it with others
 - 3 – really makes me want to tell others about it and I feel confident that I can
34. People generally consider me to be
- 0 – someone who does not socialize much
 - 1 – someone that they can call an acquaintance
 - 2 – warm hearted but a little self-absorbed
 - 3 – friendly, sensitive and caring person
35. A highlight of my week would be
- 0 – to notice that someone brought a guest to a fun event
 - 1 – if I got a friend of mine to ask someone to go to a fun event
 - 2 – to ask someone I know if they would like to come to a fun event
 - 3 – to take someone with me to a fun event
36. When I take a good look at myself, this is what I see:
- 0 – I spend a lot of time thinking about doing someone a favor but never follow through
 - 1 – I like to think about a request before I jump in and do it
 - 2 – I will take my turn and do my fair share of the work
 - 3 – I am very practical and when I see something that needs to be done, I do it

What is your personality? - continued

	Assertive	Intellectual	Story Telling	Friendship	Invitational	Servant	
	1.	2.	3.	4.	5.	6.	
	7.	8.	9.	10.	11.	12.	
	13.	14.	15.	16.	17.	18.	
	19.	20.	21.	22.	23.	24.	
	25.	26.	27.	28.	29.	30.	
	31.	32.	33.	34.	35.	36.	
Totals:							Grand <u>Total</u>

DIRECTIONS:

Record your response to each of the 36 statements on the line preceding the question number. Transfer to the grid provided on page 2, totaling each column from top to bottom and then a cumulative total from left to right.

Answer each question according to whether or not you think the statement accurately applies to you.

This instrument is not meant to be a 'personality inventory' that can be relied upon to probe the inner workings of a person's mind or emotions. This inventory is not to be seen as scientifically valid.

Discover Your Evangelism Style was developed primarily for use in churches to help believers gain insight and skill in understanding how to talk about evangelism and then do evangelism naturally.

Use the following scale: 3	Very much like me some 75% of the time
2	Somewhat like me some 50% of the time
1	Very little like me some 25% of the time
0	Not at all like me

- _____ 1. In conversations, I like to speak my mind without much small talk or beating around the bush.
- _____ 2. I have a hard time getting out of bookstores or libraries without getting a bunch of books that will help me better understand issues being debated or discussed.
- _____ 3. I often tell stories about my personal experiences in order to illustrate a point I am trying to make.
- _____ 4. I am a 'people person' who believes that friendship is one of the most important things in life.
- _____ 5. When I make plans to do things, I really like including or adding new people.
- _____ 6. I see needs in people's lives that others often overlook.
- _____ 7. I do not shy away from putting a person on the spot in a conversation when it seems to me to be necessary.
- _____ 8. I tend to analyze things and think things through.
- _____ 9. I often identify with others by using phrases like "I used to think that too" or "I once felt the way you do."
- _____ 10. People tell me that it is very easy for me to make new friends.
- _____ 11. To be honest, even if I feel I know the answers, I am more comfortable having someone else who I think knows more, I explain things to my friends or people that I know.
- _____ 12. Helping other people in tangible ways helps me feel good.
- _____ 13. I believe in being completely truthful with my friends. I do not have a problem confronting my friends with the truth even if it could hurt the relationship.
- _____ 14. In conversations, I like to ask people questions about what they believe and why.
- _____ 15. When I tell stories, I have found that people have been interested in what I have to say and the way that I have to say it.
- _____ 16. I would rather talk to someone about what is going on in their life than discuss and discover the details of their beliefs.
- _____ 17. If I knew of a good event that my friends would enjoy, I would really work hard to get them to attend that function with me.

Got Style? Natural (Personality~Based) and Relational (Person~Focused) Evangelism

Go and make disciples of all nations ... (Matthew 28:19, NIV)

Precursor Training For All Styles: *Prayer Evangelism* as well as *Hospitality Evangelism* for everyone so all will know what to do with the new folks God will bring into His Family and into Our Church.

Primary Style	1.		2.		3.	4.	5.	6.
Characteristics								
Occupations								
Substyle	a.	b.	c.				a.	
Biblical Example							b.	
Scriptural Support								
Training Programs and Resources								
Modern Examples								
Examples from the Life of Christ								
~ WORDS ~						~ WORKS ~		
<i>The Head "What We Say"</i>						<i>The Hands "What We Do"</i>		
<i>I Peter 4:11 "whoever speaks ..."</i>						<i>I Peter 4: 11 "whoever serves ..."</i>		



Dr. Jeffrey Johnson, National Coordinator for NET:
 (New Churches, Evangelism, and Transformation)
 Strategist/Specialist for Evangelism
 National Ministries, ABCUSA
 Dr. Aidsand Wright-Riggins III, Executive Director
 1-800-ABC-3872 extension 2406
jeffrey.johnson@abc-usa.org

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NOTES:

Format for implementation of a Style Based Evangelistic Methodology

Prayer	Vision Casting	Prayer & Hospitality Training	Style Assessment	Style Specific Training	Actual Outreach	Follow-Up and Discipleship
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GOT STYLE? *Natural (Personality~Based) and Relational (Person~Focused) Evangelism (MASTER)*

Primary Style	Assertive		Intellectual		Storytelling	Friendship	Invitational	Servant
Characteristics	Direct		Analytical		Engaging	People-oriented	Event-oriented	Needs-oriented
Occupations	Salesman		Engineer		Musician	Counselor	Host/Hostess	Nurse
Substyle	a. Proclamation		b. Personal					
Biblical Example	Peter		Philip the Deacon Ananias		Paul	Woman at Well The Man Born Blind	Philip the Disciple Matthew the Disciple	Andrew Dorcus
Scriptural Support	Acts 2:14-41		Acts 8:26-40 Acts 9:10-19		Acts 17:16-33	John 4:1-42 John 9:1-12,	John 1:43-51 Matthew 9:9-13	John 1:35-42 John 6:1-15 John 12:20-22
Video Support	ACTS Disc 1 03 09		ACTS Disc 1 03 33		ACTS Disc 2 22 0:34	JOHN Disc 1 05 25:35 Disc 1 13 01:16:10	JOHN Disc 1 02 10:10 MATTHEW (movie) Disc 1 02 13	JOHN Disc 1 02 07:50 Disc 1 08 43:05 Disc 2 02 04:04
Modern Examples	Billy Graham Ann Graham-Lotz Luis Palau John Guest		D. James Kennedy Bill Bright Bill Fay Bill Hybels		C.S. Lewis Lee Strobel Ravi Zacharias Josh McDowell	Dave Davecky Joni Eareckson~Tada Corrie Ten Boom Tony Campolo	Becky Pippert Joe Aldrich Nicky Gumbel Brian McLaren Jim Peterson	Crusade Attendees Millard Fuller Franklin Graham Steve Sjogren Jimmy Carter Ron Sider
Training Programs and Resources	(1) Evangelistic Preaching Course (Billy Graham Ctr) (2) Telephone Usage a. Real Call b. GoTel proactive reactive (3) Tract Distribution (4) Direct Mailing (Outreach Marketing)		(1) Evangelism Explosion (Kennedy) (2) Share Jesus Without Fear (Fay) (3) Witnessing without Fear (Bright) (4) S.O.S. (Mosley) (5) ABC Plan (Davis) (6) Smart Fishing (McClung) (7) Dare2Share (teen)		(1) Got Life? (teen-oriented) (2) Jesus among many gods (3) The 'Y' Course	The Net	(1) The Alpha Course (2) The Everyday Commandment (CPR) (3) Facing Forever (4) Living Proof Evangelism (Peterson) (5) People Sharing Jesus (6) Live The Life (teen) (7) Lifestyle Evangelism (teen) (8) Peer-To-Peer (teen)	Invite A Friend : a. Home-based Love Thy Neighbor(hood) b. Church-based He Did This For You - Easter Focused Honor Our _____ - anytime of the year - Inviting Neighbors (NM Staff-1990's)
Examples from Baptist History	Elias Keach Isaac Backus Henry Richards ---- Emmett		Ko Tha Byu Henry Morehouse Chundra Lela Johnson ----		Adoniram Judson	Luther Rice	Ann Judson John Mason Peck Walter Woodbury	Joanna P. Moore Isabel Crawford Ioleotta McElhany Jitsuo Morikawa
Examples from the Life of Christ	People of Capernaum John 12 Preached, Repent Matthew 4:17		Nicodemus John 3 Samaritan Woman John 4 Preached, Born Again John 3:3		Woman with issue of blood Lk 8 W/ authority Mark 1:22 Taught the Way Matthew 22:16	Rich Young Ruler Luke 18 Spoke in parables Matthew 13:34	----- Parables Luke 15 Of Lost Things Zacchaeus Luke 19 Was Friend of Sinners Luke 7:34	Andrew John 1 Invited Himself Luke 19:5 Man at the Pool of Bethesda John 5 Came to Serve Matthew 20:26-28
~ WORDS ~					~ WORKS ~			
<i>The Head "What We Say"</i>					<i>The Hands "What We Do"</i>			
<i>I Peter 4:11 "whoever speaks ..."</i>					<i>I Peter 4:11 "whoever serves ..."</i>			



Dr. Jeffrey A. Johnson
National Coordinator NET: New Churches, Evangelism, and Transformation
National Ministries, ABCUSA
1-800-ABC-3872 extension. 2406
jeffrey.johnson@abc-usa.org
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Steps	To	Actual	Styles	Based	Outreach	& Implementation
Prayer	Vision Casting	Prayer & Hospitality Training	Styles Assessment	Styles Specific Training	Actual Outreach	Follow Up & Discipleship