

REAL Life!

Entrepreneurship and Personal Finance Curriculum

WHAT A PERSONALITY!

Tests, Tests, and More Tests!

Knowing more about yourself and others is huge in the business world. If you know that you deal best in small groups, you probably don't want to be a rock star where you are constantly around tons of people! If you can recognize in someone else that they need to feel in control, you can respond accordingly. In this module we are going to take some tests. Don't let that scare you though... it is on a subject you know really well – YOU! In the process of learning more about yourself, you will also learn more about others. We will be working online and with worksheets. We also will learn by doing by participating in a simulation. Book discussion questions are also included.

Objectives:

For the students to learn more about themselves and others. To learn how to use this information to better communicate with others.

Vocabulary:

From Dictionary.com

aptitude:

1. capability; ability; innate or acquired capacity for something; talent.
2. readiness or quickness in learning; intelligence.
3. the state or quality of being apt.

personality:

1. the visible aspect of one's character as it impresses others.
2. a person as an embodiment of a collection of qualities.
3. Psychology
 - a. the sum total of the physical, mental, emotional, and social characteristics of an individual.
 - b. the organized pattern of behavioral characteristics of the individual.
4. the quality of being a person; existence as a self-conscious human being; personal identity.
5. the essential character of a person.

Materials needed per student:

Worksheets

The Jackrabbit Factor by Leslie Householder – available free online at <http://jackrabbitfactor.com/>

Resources:

For more information about The Color Code:

<http://www.colorcode.com/media/whitepaper.pdf>

The Jackrabbit Factor 4 minute Movie: <http://www.youtube.com/watch?v=CDUgEVbSPII>

Additional Resources:

The People Code: It's All about Your Innate Motive by Dr. Taylor Hartman

The 5 Love Languages by Gary Chapman

The 5 Love Languages of Children by Gary Chapman and Ross Campbell

A Whole New Mind: Why Right-Brainers Will Rule the Future by Daniel Pink

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ACTIVITY – What Color are YOU?

The Color Code Test

The Color Code (originally “The People Code”) by Dr. Taylor Hartman is a test to help you figure out what is your biggest motivator in your life. This is really broad. Everyone is very different but if you know what is your biggest motivator you can use it to your best advantage. It will also help you see what others need.

If you have an interaction with someone who is yellow (fun is their biggest motivator) you can inspire them by making activities more fun! If you are working with someone who is red (power is number one for them) you can acknowledge their ideas and let them lead more. A blue person has a motivator that requires socialization. Knowing that, you understand that relationships are very important to them. White personality people don't like conflict... they will do anything they can to stay away from it.

So, let's get started! First thing, watch the following video that explains the Color Code:

The Color Code

<http://www.youtube.com/watch?v=5aZAX6gZiyA>

Then, have your students take the test and fill out the following worksheets:

<http://www.colorcode.com/>

When everyone has completed their tests and worksheets, be sure to take the time to debrief and discuss what they found. Talk about what they learned about themselves as well as how they can use this information to interact with others.

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ACTIVITY – What is YOUR Love Language?

The Love Language Test

How do you feel most loved? Is it words of affirmation? Physical touch? Acts of service? Gifts? Quality time? Love languages aren't just for married people. Knowing about them can help you understand yourself and others better.

One interesting thing about love languages is that you often don't show love the same way as you feel it. You may need words of affirmation to feel loved and appreciated but you give gifts to others to show that you love and appreciate them.

Watch the following video on the Five Love Languages:

Youtube video

<http://www.youtube.com/watch?v=aQsBwRrbS78>

Have your students take the online test to see what your love language is:

The Five Love Languages

<http://www.5lovelanguages.com/>

Have them fill out the following worksheet and then discuss.

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ACTIVITY – Career Aptitude Test

Briggs-Myer /Carl Jung Personality Test

This test was developed using Carl Jung's personality types. Katharine Briggs and her daughter Isabelle Briggs Myer studied Jung's theory extensively and then created this test to help people figure out what careers would be best for them. It was originally used during WWII to help women figure out what they could do to best help the war effort.

Jung's personality types have four pairs of preferences:

- Extroversion vs. Introversion
- Sensing vs. Intuition
- Thinking vs. Feeling
- Judging vs. Perception

The link below has the opportunity to do a full test or an extremely shortened version. Do whichever works best for you and your students. Be sure to have enough time to read the results.

Briggs-Myer /Carl Jung personality test

<http://www.16personalities.com/>

While reading the results be sure to have your students fill out the following worksheet.

Discuss the results.

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SIMULATION –

Print out the cards on the following pages onto different colored index paper. The situation cards should be printed on white paper. Cut them into cards on the lines marked. Have your class get into pairs. They are each going to come up and both people in the pair will take one of each color cards. They will also get one white card (situation card) to act out per pair. The colored cards will indicate the personality traits of the OTHER person! Have them act out their parts according to the cards they have received. Give them 5 minutes at most to present. The pair gets the first chance to figure out what their personality is supposed to be according to how they are being treated and then the rest of the class can guess:

Extrovert / introvert

Yellow / White / Red / Blue

Love Language

Be sure to take the time to debrief!

EXTROVERT

EXTROVERT

INTROVERT

INTROVERT

EXTROVERT

EXTROVERT

INTROVERT

INTROVERT

YELLOW

YELLOW

BLUE

BLUE

WHITE

WHITE

RED

RED

WORDS OF AFFIRMATION

WORDS OF AFFIRMATION

PHYSICAL TOUCH

PHYSICAL TOUCH

GIFTS

GIFTS

QUALITY TIME

QUALITY TIME

ACTS OF SERVICE

ACTS OF SERVICE

Role 1: Parent
Role 2: Child
Situation: Christmas

Roles: Best Friends
Situation: You are trying to make-up after a big fight where you both were at fault.

Roles: Siblings
Situation: You are trying to split the leftovers of a cake.

Role 1: Employer
Role 2: Employee
Situation: Employee wants a raise.

Role 1: Interviewer
Role 2: Interviewee
Situation: Job interview

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BOOK DISCUSSION QUESTIONS

The Jackrabbit Factor by Leslie Householder

1. How does Richard view his brother at the beginning of the book? How does that change at the end of the book?
2. Why does Richard start out on the road?
3. People fight on the road and over rabbits. Why?
4. Describe some of the people Richard saw on the road. Men, women, children.
5. How did Richard get away from the people on the road? What did he have to do?
6. Richard's father appeared in his dream. What did he teach him?
7. The first man that Richard meets that tries to get a rabbit... why does he fail?
8. What do people on the path think about the rabbits and the people who try to get them?
9. Richard's first mentor wanted something from him. Why?
10. This first mentor talks about gratitude, trust and belief. Why are these important?
11. "Isn't it ironic that the people without rabbits have all figured out what it takes to get one?" Have you had any experience with people like this?

12. Why is it important to write down what you want?

13. What happened when the mentor tried to give away rabbits to people on the path?
Why?

14. Why is it important to be personally invested in an idea? How can you do that?

15. Felicity, while Richard was dreaming in the forest, was living a nightmare. How was she able to get out of it? What did she choose to do?

16. How do a lot of people on the path look at people who have rabbits?

17. Explain God's Natural Law of Thought as you understand it.

18. What did Randy Mollop, Richard's 2nd mentor, teach him?

19. Near the end of Richard's dream he meets people that have rabbits following them.
What do they teach him?

20. In the epilogue, how does Richard teach his son about using God's Natural Law of Thought?