



少林功夫學院
Shaolin Kung Fu Academy



Animal Style Self Assessment

Kung Fu Instructor in Training Program

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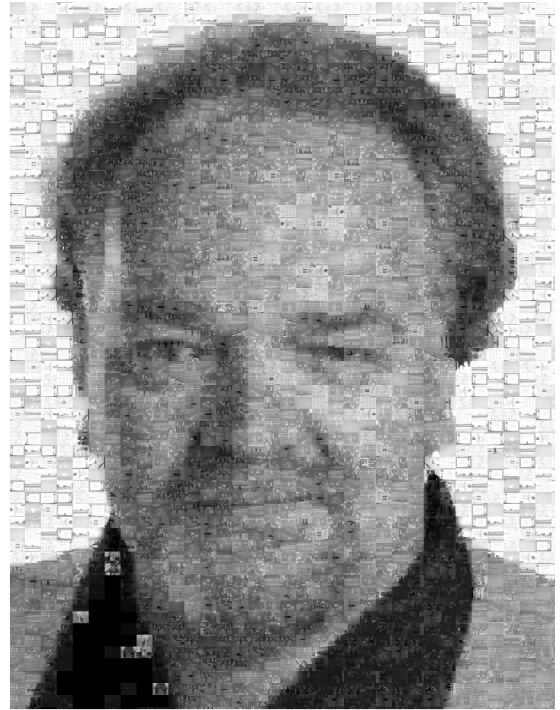
Hi,

We are more than just the sum of our experiences.
We are more than just that baby our parents gave birth to. We are more than just our genetic line. We are also more than just what we have learned & seen. Yet we are less than the sum of all humans!

Mammals were nature's way of life surviving in a very cold climate. Once we survived we had to compete with each other for living space. Mammals divided into the Herbivores and the 'others'.

Herbivores specialised in defence and protection and camouflage and well you get the picture. The

others specialised in making the Herbivores use all these skills. They developed specific specialities that allowed them to claim their space, their food and ensure that their family is safe. We humans, belonging to the Omnivores developed our Brain, this is our speciality and we used it well to become the dominant species. As a dominant species we need to specialise in order to survive within the race of the dominant species. We need to be good at something or be happy with what we get.



You may already have discovered what you are good at but unless you have a good look at yourself you can't be sure. Is who you think you are who you really are? or are you just driven by upbringing, opportunity and circumstances.

The search for the self is a key component off many traditional philosophies and religions. Many believe that is you do not know who you really are you can never fulfil your life's potential. Modern thinking suggests a similar line of thought but expresses it a bit differently;

Satisfaction - Happiness - Content - Wealth - Position

Yet, is there more to life than just seeming to be happy and content? Or is finding your true value start with knowing yourself and what drives you? One point most modern and ancient philosophers and scientists agree; if you don't know yourself you can only stumble through life....

On the following pages is an assessment tool; one that is based on the Institute of Management, Leadership Assessment tool and the other is one based on Shaolin 5 Animal Kung Fu ideals. You may ask “what is a Self Assessment”?

“Self assessment is the stepping stone to a successful and satisfying life. It is essential to assess yourself for making a well informed decision about which career, development, direction you want to follow. Self Assessment leads to Self Knowledge which is the foundation of Wisdom and Understanding”



Self assessment allows you to recognise who you are and possibly how you got here. It then allows you or enables you to plan ahead and make an informed decision where you want to go to and how much effort your chosen path may take!

Knowing who you are is a stepping stone for becoming who you want to be or even realising that you are happy as you are. Good Luck!

Who we are!

To get the best from this little exercise, answer the following questions based on past decisions; not what you think is right. If you have to choose between;

- C - Facts..... 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Opinions - O
- I - Preparing 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Opportunity - D
- C - Punctuality 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Flexibility - O
- I - Sit back and Evaluate 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Be part of the action - D
- O - Friendly..... 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Discriminating - C
- D - Tone..... 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Words - I
- C - Order..... 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Excitement - O
- D - Finishing 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Doing - I
- O - Animated 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Disciplined - C
- D - Quick 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Slow - I
- O - Sharing Feelings 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Sharing Experience - C
- C - Facts & Figures..... 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Instinct & Intuition - O
- D - News I - Planning 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Views - I
- C - Direct to the point 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Prepare the scene - O
- D - Enthusiastic 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Controlled - I
- O - Social 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Activity - C
- D - Proactive 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Reactive - I
- C - Rehearsed..... 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Ad-hoc - O
- O - Ideas..... 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Realities - C
- D - Western Philosophy..... 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Eastern - I
- O - Can talk to anyone 5..4..3 . 2.. 1..0..1 . 2..3..4 5 ... Needs reason for talking - C
- I - Action Movie 5..4..3 . 2.. 1..0..1 . 2..3..4 5 .. Interesting Documentary - D
- O - Ideas & Concepts..... 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Tried & true experience - C
- I - Soft Spoken 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Animated - D
- C - Likes Clarity, Black & White 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Appreciation of Gray Area - O
- I - Planning 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Action - D
- D - A Spade is a Spade 5..4..3 . 2.. 1..0..1 . 2..3..4 5 It all depends on stuff - I
- I - Being Entertained..... 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Entertaining - D

C O D..... I.....

Evaluation

If you haven't guessed yet, I will explain the letters;

C = is for closed, defined, knowledge based, experience, etc.

O = is for open, ideas, possibilities and speculation

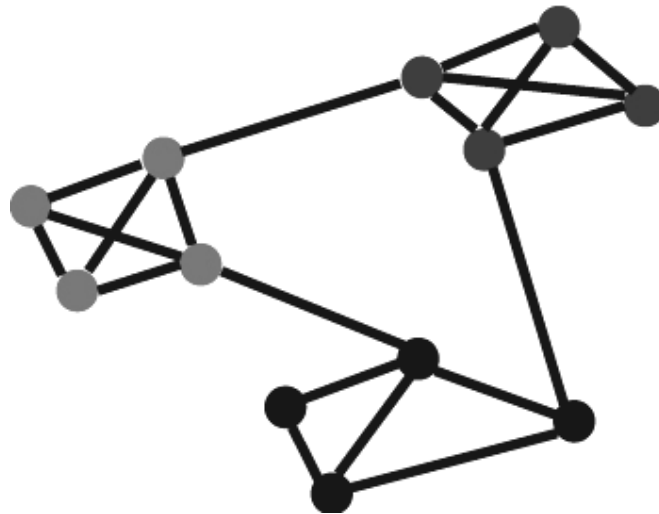
D = is for Direct, Action, Immediate and Doing

I = is for Indirect, Thinking, Planning and Safety



What this means

Not much except to yourself. This is a Mirror of your past and if you answered considering what you actually mostly did in the past then you will see yourself as mirrored by your past decisions and actions.



Now do the questions again but this time, without considering how you answered or such, go through the list answering the questions as you would like to be and be seen!

Who we Want to be!

If you are in a dilemma deciding, that is OK, but if possible, put down your inclination; and try and make this real by putting yourself in possible situations where you would need to choose one or the other!

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- I - Being Entertained..... 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Entertaining - D

C O D..... I.....

How People see us!

Just to put a perspective on this whole event, you can give this sheet to someone else or many someone elses and see how you come across. You may be surprised...!

- C - Facts..... 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Opinions - O
- I - Preparing 5..4..3 . 2.. 1..0..1 . 2..3..4 5 Opportunity - D
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C O D..... I.....

5 Animal Style

It's all about the Animals; Now multiply the numbers by each other and enter into the different animal styles; i.e. if you had 5 O's and 5 S's you would enter 25 into the crane Quadrant. se a different colour for each of the forms; i.e. black for your answers, red for a friends answers and black for the anonymous answers for

| | | Task Oriented | | Relationship Oriented | |
|------------|----------|---------------|--|-----------------------|---------------|
| | | Closed | | Open | |
| Fast Paced | Direct | Tiger (D*C) | | | (D*O) Panther |
| | | | | | |
| Slow Paced | | | | | |
| | Indirect | Snake (I*C) | | | (I*O) Crane |



Another reflection

Here is a less comprehensive way of reviewing your “Behavioural Style”. Zero means that you are totally against the statement as it relates to you and 5 means you feel this is exactly what you do. Your neutral numbers are 2 and three and again you need to decide to fall one way or the other!

. Disagree.. .. Neutral... ... Agree

1. I am usually firm in perusing my goals0 12 34 5
2. I usually try to win my position, point.....0 12 34 5
3. I back down in order to preserve my chances on main points0 12 34 5
4. I feel that differences are not always worth worrying about.....0 12 34 5
5. I feel that compromise is often the right way to go0 12 34 5
6. When negotiating I consider the others wishes0 12 34 5
7. I try to show the logic and benefits of my positions0 12 34 5
8. I lean towards a direct approach to a problem0 12 34 5
9. I seek to find a balance that fits everyone’s needs.....0 12 34 5
10. I usually seek to focus on facts not differences0 12 34 5
11. I try and avoid creating unpleasantness for my self.....0 12 34 5
12. I might try and smooth feeling to preserve our relationship.....0 12 34 5
13. I attempt to get all concerns and issues out into the open0 12 34 5
14. I sometimes avoid controversy0 12 34 5
15. I try and not hurt others feelings0 12 34 5
16. I often feel that time will heal most problems and differences....0 12 34 5

| Questions | Animal | Dominant Style | Result | Percentage |
|----------------|---------|----------------|--------|------------|
| 1,2, 7 & 8 | Tiger | Competing | | |
| 6, 12, 13 & 15 | Crane | Accommodating | | |
| 4, 10, 11 & 14 | Snake | Avoiding | | |
| 3, 5, 9 & 16 | Panther | Compromise | | |
| | | Total | | |



Result

It is not about putting you into a glass jar! It is not about getting the definitive answer; if there was such a way it would be bottled and sold by Apple or Coca Cola. But if you have had a lot of discussion and conversation about the questions, results and outcome, than this has been the most important part of the process. No questionnaire can really replace the path of self discover; it can assist to find some aspect and points but not really give the answers.