

## Verbal Clues For Identifying Spranger Guiding Values

### Position Verbal Clues

All clues are statements real people made in conversations, magazines, books, Internet posts, movies, television shows, radio shows, etc. Some statements are edited to make them more concise and/or more understandable as clues. Different versions of the same clue reveal the variety of ways different Position people can express the same clue.



"I never give up my seat for someone else, no matter who they are."

"I want to build my empire."

"I do only what I want to do."

"This magazine downgraded its content in a delusional attempt to pander to a lower intellectual level."

"Please fire the cop who arrested me."

"I represent New York."

"My life is not supposed to be this difficult. Fix it!"

"What would my title be?"

"Where will my name appear on the program?"

"Why does everything always happen to me?"

"If the house is on fire, forget the china, silver, and wedding album. Grab the rolodex."

"I have the right to take credit for my subordinates' ideas because I'm their boss!"

"Since I'm your boss, two-way communication with me means that when I talk, you have to listen."

"The universe is speaking to you right now in my voice."

"I can say what I want. My critics are bullies."

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"I deserve to win the lottery so I can treat myself like the queen I want to be."

"It's nice to know I inspire other people. I'm really proud of what she's accomplished because I inspired her."

"If she were confident in her own profession, she wouldn't try to take my place at the top of my profession."

"If we were all at my level, maybe we would be leaders."

"I respond to anything that threatens my status."

"I've never made a mistake."

"I was meant to be a star."

"My assistants don't need overtime pay. They get to be part of my fabulous life!"

"I look at myself as a brand and I will never allow anyone to take advantage of my brand."

"It was exciting to be at West Point knowing that I'm doing many of the same things MacArthur and Eisenhower and Patton and all the those other military leaders did here before me."

"I'm more important than you."

"What could you possibly tell me that I don't already know?"

"Why not do what I do?"

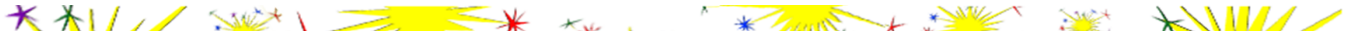
"This low-profile job would give me too little recognition for my efforts."

"My life is a plotline."

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"Sometimes I just look at someone and think, 'Shut up', even if they haven't said anything yet."

"I'm really good at finding strategic partnerships."

"What I did was groundbreaking and I love being a pioneer."

"I am constantly reminded that as -----, we are exceptional people."

"What do I have to do to take over your empire?"

"Don't you know who I am?"

"There's nobody really in my league."

"Let's talk about intelligence. I'm an expert in the subject, as I was tested by Cal Berkeley as profoundly intellectually gifted, and chosen to head up a comprehensive research project."

"I wanna be somebody!"

"Every morning I tell myself that I am the best thing that ever happened to me."

"I could buy this place and fire you."

"I know the owner and I could have you fired."

"I'm a self-professed beer snob."

"The first car I owned was a red sportscar with a cream interior. I wanted it because an actress from television show had it."

"I love being the first to know what's going on."

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"My ideal day of would be playing with golf tour pros."

"One of my singles was at the top of *Billboard* for longer than any other song that year, and I've done performances for both royalty and presidents."

"You're doing this to prove me wrong."

"You disrespected my position."

"I don't have to answer your questions."

"I'll never tire of putting people in their place."

"I had such a clear focus at a very young age that I just used the teenage beauty pageant as a stepping stone."

"I gave myself five years to get on the inside in a big way, or get out and do something else."

"The coyotes made too much noise last night and kept me awake. Please eradicate these annoying animals."

"Trails need to be reconstructed. Please avoid building trails that go uphill."

"From the lofty height of my yacht, I am able to look down at virtually any other yacht."

"I stay in power when I keep my people uneducated and divided."

"I don't care if there are more blue-collar jobs than white-collar jobs. I won't let my children become blue-collar workers."

"I have nothing to do with people who are less godly than me."

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"I expect my government to respect and protect my faith in schools so my children can never think I am wrong or bigoted."

"People who work for me should expect to be slaves. In my work, I'm the queen of the universe."

"I'm fascinated by royalty."

"How rude of them to think I'm hostile when other people have been the annoying ones."

"People think I'm aloof instead of professional. They think I'm being manipulative when I'm merely using my executive skills."

"I'm more important than you. I'm more important than a lot of people."

"I ignore the idle chatter of critics."

"Why would I listen to losers?"

"I don't care if you say you don't have an ad in this newspaper. In my copy, the ad was for this store."

"I won't talk to any reporter who doesn't show me respect and deference."

"I took up flying airplanes because I enjoy looking down on people."

"When I give a party, I think of clever ways to distribute the work to my guests."

"I'll participate in this project as long as you guarantee that I'll win."

"I'll participate in the story as long as I get to be on the cover of your magazine."

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"I managed to trick a store into selling me a rare plant that had been reserved for someone else. I'm truly clever at getting my own way, no matter what."