

DIRECTIONS

THERE ARE NO "RIGHT" OR "WRONG" ANSWERS TO THE QUESTIONS ON THIS INVENTORY YOUR ANSWERS WILL HELP TO SHOW HOW YOU LIKE TO LOOK AT THINGS AND HOW YOU LIKE TO GO ABOUT DECIDING THINGS. KNOWING YOUR OWN PREFERENCES AND LEARNING ABOUT OTHER PEOPLE'S CAN HELP YOU UNDERSTAND WHETHER YOUR SPECIAL STRENGTHS ARE, WHAT KIND OF WORK YOU MIGHT ENJOY AND BE SUCCESSFUL DOING, AND HOW PEOPLE WITH DIFFERENT PREFERENCES CAN RELATE TO EACH OTHER AND BE VALUABLE TO SOCIETY.

READ EACH QUESTION CAREFULLY AND SELECT ONE OF THE TWO CHOICES GIVEN, WHICH APPLIES TO YOU, BY CIRCLING TO EITHER "A" OR "B".

**PART 1: WHICH ANSWER COMES CLOSER TO TELLING HOW YOU USUALLY FEEL OR ACT?**

1. WHEN YOU GO SOMEWHERE FOR THE DAY, WOULD YOU RATHER
  - A. PLAN WHAT YOU WILL DO AND WHEN, OR
  - B. JUST GO?
2. IF YOU WERE A TEACHER, WOULD YOU RATHER TEACH
  - A. FACT COURSES, OR
  - B. COURSES INVOLVING THEORY?
3. ARE YOU USUALLY
  - A. A "GOOD MIXER", OR
  - B. RATHER QUIET AND RESERVED?
4. DO YOU MORE OFTEN LET
  - A. YOUR HEART RULE YOUR HEAD. OR
  - B. YOUR HEAD RULE YOUR HEART?
5. IN DOING SOMETHING THAT MANY OTHER PEOPLE DO, DOES IT APPEAL TO YOU MORE TO
  - A. INVENT A WAY OF YOUR OWN, OR
  - B. DO IT IN THE ACCEPTED WAY?
6. AMONG YOUR FRIENDS ARE YOU
  - A. FULL OF NEWS ABOUT EVERYBODY, OR
  - B. ONE OF THE LAST TO HEAR WHAT IS GOING ON?
7. DOES THE IDEA OF MAKING A LIST OF WHAT YOU SHOULD GET DONE OVER A WEEKEND
  - A. APPEAL TO YOU, OR
  - B. LEAVE YOU COLD, OR
  - C. POSITIVELY DEPRESS YOU?
8. WHEN YOU HAVE A SPECIAL JOB TO DO, DO YOU LIKE TO
  - A. ORGANIZE IT CAREFULLY BEFORE YOU START, OR
  - B. FIND OUT WHAT IS NECESSARY AS YOU GO ALONG?

9. DO YOU TEND TO HAVE
- A. BROAD FRIENDSHIPS WITH MANY DIFFERENT PEOPLE, OR
  - B. DEEP FRIENDSHIP WITH VERY FEW PEOPLE?
10. DO YOU ADMIRE MORE THE PEOPLE WHO ARE
- A. CONVENTIONAL ENOUGH NEVER TO MAKE THEMSELVES CONSPICUOUS, OR
  - B. TOO ORIGINAL AND INDIVIDUAL TO CARE WHETHER THEY ARE CONSPICUOUS OR NOT
11. DO YOU PREFER TO
- A. ARRANGE PICNICS, PARTIES ETC, WELL IN ADVANCE, OR
  - B. BE FREE TO DO WHATEVER TO LOOKS LIKE FUN WHEN THE TIME COMES?
12. DO YOU USUALLY GET ALONG BETTER WITH
- A. REALISTIC PEOPLE, OR
  - B. IMAGINATIVE PEOPLE?
13. WHEN YOU ARE WITH THE GROUP OF PEOPLE, WOULD YOU USUALLY RATHER
- A. JOIN IN THE TALK OF THE GROUP OR
  - B. IMAGINATIVE PEOPLE?
14. IS IT A HIGHER COMPLIMENT TO BE CALLED
- A. A PERSON OF REAL FEELING, OR
  - B. A CONSISTENTLY REASONABLE PERSON?
15. IN READING FOR PLEASURE, DO YOU
- A. ENJOY ODD OR ORIGINAL WAYS OF SAYING THINGS, OR
  - B. LIKE WRITERS TO SAY EXACTLY WHAT THEY MEAN?
16. DO YOU
- A. TALK EASILY TO ALMOST ANYONE FOR AS LONG AS YOU HAVE TO, OR
  - B. FIND A LOT TO SAY ONLY TO CERTAIN PEOPLE OR UNDER CERTAIN CONDITIONS?
17. DOES FOLLOWING A SCHEDULE
- A. APPEAL TO YOU, OR
  - B. CRAMP YOU?
18. WHEN IT IS SETTLED WELL IN ADVANCE THAT YOU WILL DO A CERTAIN THING AT A CERTAIN TIME, DO YOU FIND IT
- A. NICE TO BE ABLE TO PLAN ACCORDINGLY, OR
  - B. A LITTLE UNPLEASANT TO BE TIED DOWN?
19. ARE YOU MORE SUCCESSFUL
- A. AT FOLLOWING A CAREFULLY WORKED OUT PLAN, OR
  - B. AT DEALING WITH THE UNEXPECTED AND SEEING QUICKLY WHAT SHOULD BE DONE?
20. WOULD YOU RATHER BE CONSIDERED
- A. A PRACTICAL PERSON, OR
  - B. AN INGENIOUS PERSON?

21. IN A LARGE GROUP, DO YOU MORE OFTEN  
 A. INTRODUCE OTHERS, OR  
 B. GET INTRODUCED?
22. DO YOU USUALLY  
 A. VALUE SENTIMENT MORE THAN LOGIC, OR  
 B. VALUE LOGIC MORE THAN SENTIMENTS?
23. WOULD YOU RATHER HAVE AS A FRIEND  
 A. SOMEONE WHO IS ALWAYS COMING UP WITH NEW IDEAS, OR  
 B. SOMEONE WHO HAS BOTH FEET ON THE GROUND?
24. CAN THE NEW PEOPLE YOU MEET TELL WHAT YOU ARE INTERESTED IN  
 A. RIGHT AWAY, OR  
 B. ONLY AFTER THEY REALLY GET TO KNOW YOU?
25. (ON THIS QUESTION ONLY, IF TWO ANSWERS ARE TRUE, CIRCLE BOTH)  
 IN YOUR DAILY WORK, DO YOU  
 A. USUALLY PLAN YOUR WORK SO YOU WON'T NEED TO WORK UNDER PRESSURE, OR  
 B. RATHER ENJOY AN EMERGENCY THAT MAKES YOU WORK AGAINST TIME, OR  
 C. HATE TO WORK UNDER PRESSURE?
26. DO YOU USUALLY  
 A. SHOW YOUR FEELINGS FREELY, OR  
 B. KEEP YOUR FEELINGS TO YOURSELF?

**PART 2: WHICH WORD IN EACH PAIR APPEALS TO YOU MORE?**  
 (THINK WHAT THE WORD MEAN, NOT HOW THEY LOOK OR HOW THEY SOUND)

- |   |                                  |                                       |
|---|----------------------------------|---------------------------------------|
| 27. A. SCHEDULED<br>B. UNPLANNED        | 35. A. STATEMENT<br>B. CONCEPT   | 43. A. CALM<br>B. LIVELY              |
| 28. A. FACTS<br>B. IDEAS                | 36. A. RESERVED<br>B. TALAKATIVE | 44. A. JUSTICE<br>B. MERCY            |
| 29. A. QUIET<br>B. HEARTY               | 37. A. ANALYZE<br>B. SYMPATHIZE  | 45. A. FASCINATING<br>B. SENSIBLE     |
| 30. A. CONVINCING<br>B. TOUCHING        | 38. A. CREATE<br>B. MAKE         | 46. A. FIRM-MINDED<br>B. WARM HEARTED |
| 31. A. IMAGINATIVE<br>B. MATETR-OF-FACT | 39. A. DETERMINED<br>B. DEVOTED  | 47. A. FEELING<br>B. THINKING         |
| 32. A. BENEFITS<br>B. BLESSINGS         | 40. A. GENTLE<br>B. FIRM         | 48. A. LITERAL<br>B. FIGURATIVE       |
| 33. A. PEACEMAKER<br>B. JUDGE           | 41. A. SYSTEMATIC<br>B. CASUAL   | 49. A. FORESIGHT<br>B. COMPASSION     |
| 34. A. SYSTEMATIC<br>B. SPONTANEOUS     | 42. A. CERTAINTY<br>B. THEORY    | 50. A. HARD<br>B. SOFT                |

**DIRECTIONS**

CORRESPONDING TO YOUR CHOICE FOR EACH QUESTION. THERE ARE SOME POINTS GIVEN LOCATE THE COMBINATION OF QUESTIONS & CHOICE AND CIRCLE THE POINTS IN FRONT OF IT. FINALLY TOTAL UP ALL THE CIRCLED NUMBER POINTS IN EACH OF THE CATEGORIES.

E		I		S		N		T		F		J		P	
Q & C	P	Q & C	P	Q & C	P	Q & C	P	Q & C	P	Q & C	P	Q & C	P	Q & C	P
3A	2	3B	2	2A	2	2B	2	4B	2	4A	1	1A	2	1B	2
6A	2	6B	1	5B	1	5A	1	14B	2	14A	1	7A	1	7B	1
9A	2	9B	1	10A	1	10B	2	22B	2	22A	2			7C	1
13A	1	13B	2	12A	1	12B	2	30A	2	30B	1	8A	1	8B	2
16A	2	16B	2	15B	1	15A	0	32A	1	32B	1	11A	2	11B	1
21A	2	21B	2	20A	2	20B	2	33B	2	33A	0	17A	2	17B	2
24A	1	24B	1	23B	2	23A	1	37A	1	37B	2	18A	1	18B	1
26A	1	26B	0	28A	2	28B	1	39A	1	39B	1	19A	1	19B	1
29B	2	29A	2	31B	2	31A	0	40B	2	40A	1	25A	1	25B	1
36B	2	36A	1	35A	2	35B	1	44A	1	44B	2	25C	0		
43B	1	43A	1	38B	2	38A	0	46A	2	46B	0	27A	2	27B	2
				42A	1	42B	2	47B	2	47A	1	34A	2	34B	2
				45B	2	45A	0	49A	2	49B	1	41A	2	41B	2
				48A	1	48B	1	50A	2	50B	0				
TOTAL POINTS		TOTAL POINTS		TOTAL POINTS		TOTAL POINTS		TOTAL POINTS		TOTAL POINTS		TOTAL POINTS		TOTAL POINTS	

**LEGEND**

Q & C = QUESTION & CHOICE  
P = POINTS

MY PERSONALITY TYPE IS =>  
(WRITE THAT LETTER OF EACH PAIR IN THE BOX HAVING POINTS)

E/I	S/N	T/F	J/P

**IN CASE OF A TIE**

- 1) BETWEEN E & I, SELECT I
- 2) BETWEEN S & N, SELECT N
- 3) BETWEEN T & F, MALE WILL SELECT 'T' & FEMALES 'F'
- 4) BETWEEN J & P, SELECT P