PSI[1] Personality Test
Abbreviated version for drivers

The PSI (Personal Psychological Profile) is an Objective Personality Inventory that reproduces many of the questions normally formulated in a psychological interview. The purpose here is not to replace, but to complement the assessment conducted by way of interviews, collecting information in a systemized and quantifiable manner. Therefore, it represents a diagnostic instrument used by professionals (psychologist, Human Resources technician) as an additional means to assess personality.

The questions included in the inventory, which were selected from a wide array by statistical analysis, allows assessing - among other factors – the distinctive power, or in other words, the capacity to distinguish individuals who display each trait in a more or less distinct way.

The current abbreviated PSI version was adapted to detect hazardous behaviors among drivers. Six traits considered relevant in assessing driving behaviors are analyzed. High scores in these traits denote the possibility of displaying hazardous driving behaviors and indicate the need to carry out a more in-depth analysis of drivers who attained such scores. Applying the complete version of the PSI test with these individuals enables more abundant and precise conclusions and can be used to supplement the analysis. Likewise, personal interviews or other instruments can be used to confirm or review test results for those individuals who achieved high scores.

All the traits analyzed by the PSI test, both in the abbreviated as well as the complete versions, are present in everyone. Therefore, these are "normal" traits, which do not necessarily imply an altered emotional state. In addition to verifying the *presence*, the inventory assesses the *frequency* of these behaviors compared to the average population. Even though high scores may be associated with hazardous driving behaviors, they can also be beneficial or useful for other activities. Finally, several aspects of the profile may be altered by way of experience and training.

Test limitations

Like other objective personality inventories, the PSI test has an inherent margin of error. Moreover, the results depend on the answers supplied by respondents, which may reflect with more or less accuracy a customary behavior. Hence, in a best case scenario the inventory will provide an estimation of the personality, which can then be confirmed or reviewed using interviews conducted by qualified technicians. We do not recommend decisions taken solely based on test results.

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[1] © Dr. Alberto Chertok, info@psicologiatotal.com – PSI (Personal Psychological Profile).

General Profile Interpretation Guidelines

The PSI test assigns a specific score for each trait classified according to the following categories:

very low =	0
low =	1
relatively low =	2
relatively high =	3
high =	4
very high =	5

In order to interpret the results, observe if the score on the bar graph is green (0, 1, or 2), yellow (3), or red (4, 5). Further ahead we will indicate the meaning and relevance of the score for driving. By jointly considering several traits, it is possible to deduce two global personality aspects: SELF-COMPLACENCY and NERVOUS TENSION, which summarize the information provided by the six traits. The statistical meanings of the distinct scores are:

Very low and low scores
These scores are found in 25% of the people. For example, when someone achieves a LOW ("1") or VERY LOW ("0") score in DEMAND, this means s/he tends to be less demanding (or more tolerant) than the average same gender population. Statistically speaking, 75% of the people achieve higher results. The distinction between LOW and VERY LOW affords more refined discrimination among the lower 25%.

Average score (relatively low and relatively high)
Score achieved by the average population in each trait. When someone achieves an AVERAGE score ("2" or "3"), s/he frequently presents traits similar to the average same gender population. An average score in DEMAND, for instance, indicates that respondent has a demand level more or less similar to the average population. If it's relatively low ("2"), then it comes closer to the low score (tolerant); whereas if it's relatively high ("3"), then it's somewhat closer to a higher score (demanding, critical).

Very high and high scores
Jointly these scores are found in 25% of the population. When someone achieves a HIGH ("4") or VERY HIGH ("5") score in one trait, her/his behavior approaches the description provided below. For example, a high score in DEMAND means the respondent tends towards being more demanding and critical than the average same gender population (75% of the population achieve lower scores in this trait). The distinction between HIGH and VERY HIGH affords a more refined discrimination among the higher 25%.

Result interpreting criteria

The abbreviated version of the PSI test provides scores for 6 basic traits and allows inferring 2 global personality aspects. In the following tables we have included the adjectives normally associated with low and high scores for each trait, as a way of summarizing typical behaviors and attitudes of those individuals who achieve these scores. However, respondents with high or low scores are not expected to display all the listed traits, nor display them all the time. For driving, we recommend average or low scores for these traits. **A High score in several traits may be associated with hazardous driving behaviors.** Nonetheless, this should be confirmed using other tools.

Frustration-tolerance

Low scores (0, 1)	High scores (4, 5)
♦ patient	♦ impatient
♦ tolerates setbacks without getting irritated	♦ gets irritated with setback
♦ accepts negative feedback	♦ eager to please
♦ team spirit	♦ avoids inconveniences
♦ resists temptations	♦ low resistance to temptations

Demand

Low scores (0, 1)	High scores (4, 5)
♦ not very critical	♦ hypercritical
♦ normally doesn't judge others	♦ tends to judge others
♦ tolerant, conforms even if things aren't as s/he wishes	♦ demanding, does not conform easily
♦ overlooks other people's errors and defects	♦ troubled by other people's errors and defects

Radicalism

Low scores (0, 1)	High scores (4, 5)
♦ relative affirmations	♦ categorical affirmations
♦ hesitant, cannot make up his/her mind	♦ highly decisive, «in favor or against»
♦ colorful thoughts, displays doubts and possibilities	♦ polarized thoughts: things are «black or white»
♦ analytical, rational	♦ passionate

Susceptibility

Low scores (0, 1)	High scores (4, 5)
♦ not concerned about other people's opinion ♦ does not depend on treatment received ♦ naturally accepts criticism ♦ doesn't get offended or overlooks offences	♦ concerned about other people's opinion ♦ depends on treatment received ♦ hypersensitive to criticism ♦ gets easily offended, feels resentment

Indecision

Low scores (0, 1)	High scores (4, 5)
♦ acts decisively ♦ doesn't question decisions ♦ acts without a lot of thought ♦ if necessary, takes risks	♦ displays doubts, unsure ♦ repents, changes his/her mind ♦ analyzes, ponders ♦ needs to be sure in order to act

Nervousness

Low scores (0, 1)	High scores (4, 5)
♦ little fears ♦ is not easily impressed ♦ calm	♦ fearful, prone to phobias ♦ impressionable ♦ nervous

The previously mentioned traits may be combined to assess two other global personality aspects or dimensions. The first three, **frustration-tolerance**, **demand**, and **radicalism** in conjunction indicate SELF-COMPLACENCY or an individual's tendency towards being content. The average is indicated on the SELF-COMPLACENCY gauge. Those respondents who achieve a high score in this aspect (average between "4" and "5", located on the red sector) may react or get irritated when other people fail to act as expected and are more prone to emotional reactions. In terms of vehicle driving, it's better to achieve low or average results on the self-complacency gauge, since lower scores are associated with greater self-control and capacity to control one's impulses and emotions (result located on the green sector). The yellow zone indicates that the average is bordering the limit and constitutes a warning. A more in-depth assessment should be conducted using a more complete PSI test version.

The last three traits, **susceptibility**, **indecision**, and **nervousness** afford another broad personality aspect: NERVOUS TENSION. The average of these three traits is indicated in the NERVOUS TENSION gauge. Those respondents who achieve high scores (average between "4" and "5", located on the red sector of the gauge) tend to be more tense, uncertain, and worried, whereas those who achieve an average or low score (green sector)

are more secure, calm, and relaxed. Low and average scores are, therefore, associated with a lower probability of feeling stress or displaying hazardous behaviors. The yellow zone indicates the average, borders the limit, and constitutes a warning. The complete version of the test also affords a more precise estimation of this dimension.

Self-complacency
(Prone to feeling content)

Relatively low or average (0 - 3)	Relatively high (4 - 5)
♦ Postpones desires ♦ Controls impulses and emotions	♦ Claims to be content ♦ Prone to emotional reactions

Nervous Tension

Relatively low or average (0 - 3)	Relatively high (4 - 5)
♦ Relaxed ♦ Confident ♦ Carefree ♦ Calm	♦ Tense ♦ Insecure ♦ Worried ♦ Nervous