



Personality Type Indicator

Ei4Change

Personality Type Indicator

This questionnaire will give you an indication of your Personality Type. The results may or may not be accurate - only you can decide.

We will evaluate the results in more detail during the next part of the course.

Review each of the following questions and select either answer **a** or **b** for each question. There are no right or wrong answers but choose which is most like you. I know that it depends upon the situation, but try to answer each question as honestly as possible thinking about what is most like you in the majority of circumstances. You won't be able to change your answer once you have answered the question.

1) At a social event, do you

- a. Interact with many types of people, including strangers?
- b. Interact with a few people known to you?

2) Are you more

- a. Realistic?
- b. Inclined towards ideas?

3) Are more interested in

- a. Facts?
- b. Metaphors?

4) Are you usually

- a. Fair minded?
- b. Kind hearted?

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5) Do you tend to be more

- a. Dispassionate?
- b. Sympathetic?

6) Do you prefer to work

- a. To deadlines?
- b. To keep things open?

7) Do you tend to make choices

- a. Rather carefully?
- b. Somewhat impulsively?

8) At social events, do you

- a. Stay late with increasing energy?
- b. Leave early with depleted energy?

9) Are you more of a

- a. Sensible person?
- b. Reflective person?

10) Are you drawn more towards

- a. Hard data?
- b. Perplexing ideas?

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11) Is it more natural for you to be

- a. Fair to others?
- b. Nice to others?

12) When you meet people for the first time, are you

- a. Impersonal and detached?
- b. Personal and engaging?

13) With regards to keeping an appointment, are you more

- a. Punctual?
- b. Leisurely?

14) Which bothers you more? Having things

- a. Incomplete
- b. Completed

15) With groups of friends, do you

- a. Keep up with what is happening with everyone?
- b. Get behind with the news?

16) Are you more interested in

- a. Specifics?
- b. Concepts?

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17) Do you prefer writers to

- a. Say what they mean?
- b. Use lots of analogies?

18) Are you naturally more

- a. Impartial?
- b. Compassionate?

19) In making judgement, are you more likely to be

- a. Impersonal?
- b. Sentimental?

20) Do you usually

- a. Settle things?
- b. Keep options open?

21) Are you usually rather

- a. Quick to agree on a specific time?
- b. Reluctant to agree on a specific time?

22) When phoning someone, do you

- a. Just start talking?
- b. Rehearse what you are going to say?

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23) Facts

- a. Speak for themselves.
- b. Usually require interpretation.

24) Do you prefer to work with

- a. Practical information?
- b. Abstract ideas?

25) Are you inclined to be more

- a. Cool and level headed?
- b. Warm hearted?

26) Would you rather be

- a. More just than merciful?
- b. More merciful than just?

27) Are you comfortable

- a. Setting a schedule?
- b. Putting things off?

28) Are you comfortable with

- a. Written agreements?
- b. Handshake agreements?

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29) In groups of people, do you

- a. Start conversations?
- b. Wait to be approached?

30) Traditional common sense is

- a. Usually trustworthy.
- b. Often misleading.

31) Children often don't

- a. Make themselves useful enough.
- b. Daydream enough.

32) Are you usually more

- a. Tough minded?
- b. Tender hearted?

33) Are you more

- a. Firm than gentle?
- b. Gentle than firm?

34) Are you more inclined to want arrangements to be

- a. Well organised?
- b. Open-ended?

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35) What do you value more? Something that is

- a. Definite.
- b. Variable.

36) Do new interactions with others,

- a. Stimulate and energise you?
- b. Drain you?

37) Are you more frequently

- a. A practical person?
- b. An abstract person?

38) Which are you drawn to?

- a. Accurate perception.
- b. Concept formation.

39) Which is more satisfying?

- a. To discuss an issue thoroughly.
- b. To arrive at an agreement on an issue.

40) Which rules you more?

- a. Your head.
- b. Your heart.

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41) Are you more comfortable with work that is

- a. Contracted?
- b. Done on a more casual basis?

42) Do you prefer things to be

- a. Neat and orderly?
- b. Optional?

43) Do you prefer

- a. Many friends with brief contact?
- b. A few friends with longer contact?

44) Are you drawn more towards

- a. Substantial information?
- b. Credible assumptions?

45) Are you more interested in

- a. Production?
- b. Research?

46) Are you more comfortable with being

- a. Objective?
- b. Personal?

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47) Do you value yourself to be more

- a. Unwavering?
- b. Devoted?

48) Which statements are you most comfortable with?

- a. Final statements.
- b. Tentative statements.

49) Are you more comfortable

- a. After a decision has been made?
- b. Before a decision is made?

50) Do you

- a. Speak easily and at length to strangers?
- b. Find little to say to strangers?

51) Are you more interested in

- a. A specific instance?
- b. A general overview?

52) Do you feel

- a. More practical than creative?
- b. More creative than practical?

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53) Are you typically more a person of

- a. Clear reason?
- b. Strong feeling?

54) Are you inclined to be more

- a. Fair minded?
- b. Sympathetic?

55) Mostly, is it preferable to

- a. Make sure that things are arranged?
- b. Just let things happen?

56) Is it more in your nature to

- a. Get things settled?
- b. Put off making a final decision?

57) When the phone rings, do you

- a. Try to get to it first?
- b. Hope someone else will answer it?

58) What do you value most in yourself?

- a. To have a good sense of reality.
- b. To have good imagination.

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59) Are you drawn more towards

- a. Fundamentals?
- b. Overtones?

60) In making judgements, are you usually more

- a. Neutral?
- b. Charitable?

61) Do you consider yourself to be more

- a. Clear headed?
- b. Good willed?

62) Are you more inclined to

- a. Schedule events?
- b. Take things as they come?

63) Are you a person who is more disposed to

- a. Work to a routine?
- b. Be original and imaginative around a schedule?

64) Are you more inclined to be

- a. Easy to approach?
- b. Somewhat reserved?

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65) Do you have more fun with

- a. Hands on experience?
- b. Creative idea generation?

66) With the written word, do you prefer it to be

- a. More literal?
- b. More figurative?

67) Are you usually more

- a. Unbiased?
- b. Compassionate?

68) Are you typically more

- a. Just than lenient?
- b. Lenient than just?

69) Are you more likely to

- a. Make snap judgments?
- b. Delay making judgments?

70) Do you tend to be more

- a. Deliberate than spontaneous?
- b. Spontaneous than deliberate?

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Answer Sheet

Enter a tick for each answer in the column **a** or **b** in the table below.

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	a	b		a	b		a	b		a	b		a	b		a	b			
1			2			3			4			5			6			7		
8			9			10			11			12			13			14		
15			16			17			18			19			20			21		
22			23			24			25			26			27			28		
29			30			31			32			33			34			35		
36			37			38			39			40			41			42		
43			44			45			46			47			48			49		
50			51			52			53			54			55			56		
57			58			59			60			61			62			63		
64			65			66			67			68			69			70		

1

↓

1 2

E I

2 3

→

3 4

S N

4 5

→

5 6

T F

6 7

→

7 8

J P

Enter a tick for each answer in the column for **a** or **b** in the table above.

Directions for Scoring

1. Add up the number of ticks in each column.
2. Transfer the number in box 1 to box 1 below. Do this for box 2 as well.
3. You have two numbers for boxes 3 to 8. Bring down the first number for each box beneath the second, as indicted by the arrows. Now add all the pairs of numbers and enter the total in the boxes below, so that each box only has one number.

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4. You should now have four pairs of numbers. Circle the letter below the largest number of each pair. If the numbers are equal, then circle neither and put an X below them and circle it.

5. This will give you an indication of your Type using the questionnaire. If you have one or more Xs in your Type, you have indicated that your preference is not very clear from your answers that you gave to the questions. An X can show up in any of the four pairs: E or I, S or N, T or F, and J or P.

6. Work through the course to get a clearer idea of your preferences and what they mean. If you have one or more Xs in your Type, you may get more clarity about these preferences as you work through the rest of the course.

(Adapted from "Please Understand Me" by David Keirsey and Marilyn Bates (1984), Prometheus Nemesis Book Company)

Please note: This questionnaire is intended to give an indication of preferences that were identified by Carl Jung, Katharine Briggs and Isobel Briggs Myers. It has not been assessed for reliability or validity, nor has it been endorsed by any commercial organisation offering services based around psychological type.

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