1. At a party do you:

a. Interact with many, including strangers

b. Interact with a few, known to you

2. Are you more:

a. Realistic than speculative

b. Speculative than realistic

3. Is it worse to:

a. Have your “head in the clouds”

b. Be “in a rut”

4. Are you more impressed by:

a. Principles

b. Emotions

5. Are more drawn toward the:

a. Convincing

b. Touching

6. Do you prefer to work:

a. To deadlines

b. Just “whenever”

7. Do you tend to choose:

a. Rather carefully

b. Somewhat impulsively

8. At parties do you:

a. Stay late, with increasing energy

b. Leave early with decreased energy

9. Are you more attracted to:

a. Sensible people

b. Imaginative people

10. Are you more interested in:

a. What is actual

b. What is possible

11. In judging others are you more swayed by:

a. Laws than circumstances

b. Circumstances than laws

12. In approaching others is your inclination to be somewhat:

a. Objective

b. Personal

13. Are you more:

a. Punctual

b. Leisurely

14. Does it bother you more having things:

a. Incomplete

b. Completed

15. In your social groups do you:

a. Keep abreast of other’s happenings

b. Get behind on the news

16. In doing ordinary things are you more likely to:

a. Do it the usual way

b. Do it your own way

17. Writers should:

a. “Say what they mean and mean what they say”

b. Express things more by use of analogy

18. Which appeals to you more:

a. Consistency of thought

b. Harmonious human relationships

19. Are you more comfortable in making:

a. Logical judgments

b. Value judgments

20. Do you want things:

a. Settled and decided

b. Unsettled and undecided

21. Would you say you are more:

a. Serious and determined

b. Easy-going

22. In phoning do you:

a. Rarely question that it will all be said

b. Rehearse what you’ll say

23. Facts:

a. “Speak for themselves”

b. Illustrate principles

24. Are visionaries:

a. somewhat annoying

b. rather fascinating

25. Are you more often:

a. a cool-headed person

b. a warm-hearted person

26. Is it worse to be:

a. unjust

b. merciless

27. Should one usually let events occur:

a. by careful selection and choice

b. randomly and by chance

28. Do you feel better about:

a. having purchased

b. having the option to buy

29. In company do you:

a. initiate conversation

b. wait to be approached

30. Common sense is:

a. rarely questionable

b. frequently questionable

31. Children often do not:

a. make themselves useful enough

b. exercise their fantasy enough

32. In making decisions do you feel more

comfortable with:

a. standards

b. feelings

33. Are you more:

a. firm than gentle

b. gentle than firm

34. Which is more admirable:

a. the ability to organize and be methodical

b. the ability to adapt and make do

35. Do you put more value on:

a. infinite

b. open-minded

36. Does new and non-routine interaction

with others:

a. stimulate and energize you

b. tax your reserves

37. Are you more frequently:

a. a practical sort of person

b. a fanciful sort of person

38. Are you more likely to:

a. see how others are useful

b. see how others see

39. Which is more satisfying:

a. to discuss an issue thoroughly

b. to arrive at agreement on an issue

40. Which rules you more:

a. your head

b. your heart

41. Are you more comfortable with work that

is:

a. contracted

b. done on a casual basis

42. Do you tend to look for:

a. the orderly

b. whatever turns up

43. Do you prefer:

a. many friends with brief contact

b. a few friends with more lengthy contact

44. Do you go more by:

a. facts

b. principles

45. Are you more interested in:

a. production and distribution

b. design and research

46. Which is more of a compliment:

a. “There is a very logical person.”

b. “There is a very sentimental person.”

47. Do you value in yourself more that you

are:

a. unwavering

b. devoted

48. Do you more often prefer the

a. final and unalterable statement

b. tentative and preliminary statement

49. Are you more comfortable:

a. after a decision

b. before a decision

50. Do you:

a. speak easily and at length with strangers

b. find little to say to strangers

51. Are you more likely to trust your:

a. experience

b. hunch

52. Do you feel:

a. more practical than ingenious

b. more ingenious than practical

53. Which person is more to be complimented

– one of:

a. clear reason

b. strong feeling

54. Are you inclined more to be:

a. fair-minded

b. sympathetic

55. Is it preferable mostly to:

a. make sure things are arranged

b. just let things happen

56. In relationships should most things be:

a. re-negotiable

b. random and circumstantial

57. When the phone rings do you:

a. hasten to get to it first

b. hope someone else will answer

58. Do you prize more in yourself:

a. a strong sense of reality

b. a vivid imagination

59. Are you drawn more to:

a. fundamentals

b. overtones

60. Which seems the greater error:

a. to be too passionate

b. to be too objective

61. Do you see yourself as basically:

a. hard-headed

b. soft-hearted

62. Which situation appeals to you more:

a. the structured and scheduled

b. the unstructured and unscheduled

63. Are you a person that is more:

a. routinized than whimsical

b. whimsical than routinized

64. Are you more inclined to be:

a. easy to approach

b. somewhat reserved

65. In writings do you prefer:

a. the more literal

b. the more figurative

66. Is it harder for you to:

a. identify with others

b. utilize others

67. Which do you wish more for yourself:

a. clarity of reason

b. strength of compassion

68. Which is the greater fault:

a. being indiscriminate

b. being critical

69. Do you prefer the:

a. planned event

b. unplanned event

70. Do you tend to be more:

a. deliberate than spontaneous

b. spontaneous than deliberate