

A

B

1 When the phone rings do you

hurry to get to it first

hope that someone else will answer

2 Are you more

observant than introspective

introspective than observant

3 Is it worse to

have your head in the clouds

be in a rut

4 With people are you usually more

firm than gentle

gentle than firm

5 Are you more comfortable in making

critical judgments

value judgments

6 Is clutter in the workplace something you

take time to straighten up

tolerate pretty well

7 Is it your way to

make up your mind quickly

pick and choose at some length

8 Waiting in line, do you often

chat with others

stick to business

9 Are you more

sensible than imaginative

imaginative than sensible

10 Are you more interested in

what is actual

what is possible

11 In making up your mind are you more likely to go by

data

desires

12 In sizing up others do you tend to be

objective and impersonal

friendly and personal

13 Do you prefer contracts to be

signed, sealed, and delivered

settled on a handshake

14 Are you more satisfied having

a finished product

work in progress

15 At a party, do you

interact with many, even strangers

interact with a few friends

16 Do you tend to be more

factual than speculative

speculative than factual

17 Do you like writers who

say what they mean

use metaphors and symbolism

18 Which appeals to you more

consistency of thought

harmonious relationships

19 If you must disappoint someone are you usually

frank and straightforward

warm and considerate

20 On the job do you want your activities

scheduled

unscheduled

21 Do you more often prefer

final, unalterable statements

tentative, preliminary statements

22 Does interacting with strangers

energize you

tax reserves

23 Facts

speak for themselves

illustrate principles

24 Do you find visionaries and theorists

somewhat annoying

rather fascinating

25 In a heated discussion

stick to your guns

look for common ground

26 Is it better to be

just

merciful

27 At work, is it more natural for you to

point out mistakes

try to please others

28 Are you more comfortable

after a decision

before a decision

29 Do you tend to

say right out what's on your mind

keep your ears open

30 Common sense is

usually reliable

frequently questionable

31 Children often do not

make themselves useful enough

exercise their fantasy enough

32 When in charge of others do you tend to be

firm and unbending

forgiving and lenient

33 Are you more often

a cool-headed person

a warm-hearted person

34 Are you prone to

nailing things down

exploring the possibilities

35 In most situations are you more

deliberate than spontaneous

spontaneous than deliberate

36 Do you think of yourself as

an outgoing person

a private person

37 Are you more frequently

a practical sort of person

a fanciful sort of person

38 Do you speak more in

particulars than generalities

generalities than particulars

39 Which is more of a compliment:

"There's a logical person"

"There's a sentimental person"

40 Which rules you more

your thoughts

your feelings

41 When finishing a job, do you like to

tie up all the loose ends

move on to something else

42 Do you prefer to work

to deadlines

just whenever

43 Are you the kind of person who

is rather talkative

doesn't miss much

44 Are you inclined to take what is said

more literally

more figuratively

45 Do you more often see

what's right in front of you

what can only be imagined

46 Is it worse to be

a softy

hard-nosed

47 In trying circumstances are you sometimes

too unsympathetic

too sympathetic

48 Do you tend to choose

rather carefully

somewhat impulsively

49 Are you inclined to be more

hurried than leisurely

leisurely than hurried

50 At work do you tend to

be sociable with your colleagues

keep more to yourself

51 Are you more likely to trust

your experiences

your conceptions

52 Are you more inclined to feel

down to earth

somewhat removed

53 Do you think of yourself as a

tough-minded person

tender-hearted person

54 Do you value in yourself more that you are

reasonable

devoted

55 Do you usually want thing

settled and decided

just penciled in

56 Would you say you are more

serious and determined

easy going

57 Do you consider yourself

a good conversationalist

a good listener

58 Do you prize in yourself

a strong hold on reality

a vivid imagination

59 Are you drawn more to

fundamentals

overtones

60 Which seems the greater fault:

to be too compassionate

to be too dispassionate

61 Are you more swayed by

convincing evidence

a touching appeal

62 Do you feel better about

coming to closure

keeping your options open

63 Is it preferable mostly to

make sure things are arranged

just let things happen naturally

64 Are you inclined to be

easy to approach

somewhat reserved

65 In stories do you prefer

action and adventure

fantasy and heroism

66 Is it easier for you to

put others to good use

identify with others

67 Which do you wish more for yourself

strength of will

strength of emotion

68 Do you see yourself as basically

thick-skinned

thin-skinned

69 Do you tend to notice

disorderliness

opportunities for change

70 Are you more

conventional than whimsical

whimsical than conventional