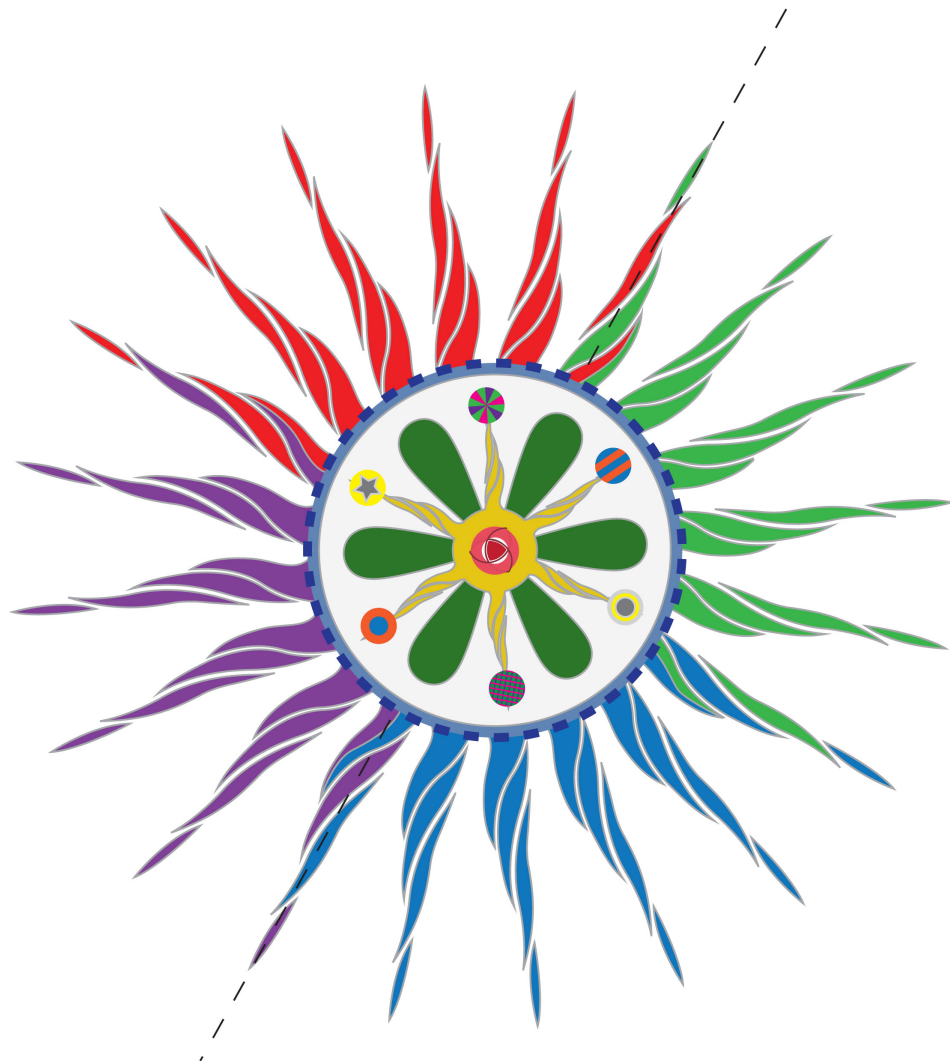


Pin Point Me

www.PinPointMe.com.au



What is Pin Point Me?

Pin Point Me is a non-judgemental self-discovery facility.

The rationale for this website and facility is to bring attention to and readily make available an instrument to address a critical people need:-

Learning Skills / Self-Regulation / Self-Efficacy Development.

Principle One of the twelve psychological principles pertaining to the learner and learning process, meta-cognitive and cognitive factors, refers to the nature of the learning process.¹

Learning is a process of discovering and constructing personal and shared meaning from information and experience filtered through each individual's uniquely different perceptions, thoughts, and feelings as well as through interaction with others.

Yet the education system and practitioners today tend to treat learners as supplicants to curriculum, rather than learners being central to it.

A consequence of this orientation is that the learner is made to fit the programme, rather than the other way round. Very much a concomitant of this outlook is that such approach tends to be merely task oriented - learning skills and mental disposition development are not considered. This, no doubt, affects learning outcomes, and many learners today are left feeling 'devalued'.

The system separates what is learnt from how it is learnt and used - this should be resisted, because the learning task in which knowledge and skills are developed is neither separable from nor ancillary to learning, nor is it neutral.

The task is an integral part of what and how it is learnt. **'Fundamentally-situated'** learning.

It should be borne in mind too, that people have a natural inclination to pursue personally relevant learning goals and are capable of assuming personal responsibility for learning, monitoring, understanding and so can become active, self-directed, thinking learners.

Today *What* to think is not paramount, neither is *How* to think. During the learning process learners construct their own meaning and interpretations on the basis of previously existing understandings and beliefs. It is the learner's responsibility to ask *why* and *how*, so to gain a world view of reality - it is the educator's responsibility to introduce and reveal the concept of particularity,

¹ The American Psychological Association Presidential Task Force on Psychology in Education & The Mid-continent Regional Educational Laboratory

practicality, possibility ², make decisions about curriculum to ease the learner's journey.

Educational and Training organisations today operate the Business Model in a similar way any business entity may accomplish its mission - how it creates, markets and funds services. Conformity is a key issue; unfortunately the tendency to unilaterally conform for the ease of administration amounts to 'corruption' of learning outcomes.

Every organization operates a business model, whether it be an ice cream parlour, an environmental agency, or an educational institution - but it's merely a way to analyse how different types of organisations might operate. However, many Education / Training organisations have adapted and misconstrued the business model concept from simply a way to analyse, to actually conduct education / training services in a business-like manner as a *business*, "commodifying" learning programmes, in a market environment.

Closer scrutiny reveals a *disconnect* between administration and faculty, resulting in a growing divide between knowing subject matter as data, and that which marks a learner as knowing through a *disciplined mind*. Conformity and an orientation toward standardisation, compliance and profit are now the keynotes - this to render cost effectiveness, and control - "innovative" is the catch word of today.

Pin Point Me, in an endeavour to help fulfil this emerging need for learning skills and self-regulation development has adopted an approach in having the individual know more about the importance of being able to self-regulate so to realise self-efficacy beliefs, about how one is "knowing", about how one is intellectually functional, about life's choices one might make, about how one might fit into an ever more complex, competitive, changing world and *thrive*.

The push for knowing today is increasingly demanding, time spurred, "correct-way" and prescribed, relying on mnemonics for the most part. The cultivation of distinctive ways of thinking in the *application of knowledge-use*, is largely ignored. Learners *need to understand* the various ways in which knowledge, "knowing", is developed and propagated; ultimate uses of purveyed knowledge are usually not evident, because learners are not stretched to test their knowledge given *new* scenarios and because learners are generally not able to prioritise, combine and

² *Toward a post-method pedagogy* – Professor B. Kumaravadivelu, TESOL Quarterly, Vol. 35 / 4, 2001.

organise knowledge-usage in their minds.

Whilst knowledge of facts remains a 'useful ornament', it should be remembered that facts only gain *meaning* by being placed in context, because it is distinctive ways of *thinking* that characterises the major disciplines.

The foregoing has led to growing concerns in regard to learner mental states, for example; the inability of many to construct a future, a condition commonly referred to as **depression/anxiety**. These circumstances affect the way in which people live, study, and work, especially with regard to well-being and fulfilment. These are not merely confined to the years at school, university in terms of learning outcomes when the symptoms are often ignored, or diagnosed as "mood swings". No, the push for knowing continues in the workplace too as "continuous improvement" in terms of productivity and personal development, but as an *expectation* for one to deliver ever more, without regard for "life-work" balance. Seemingly all learning today is subject to conformity and compressed time-lines, making for rushed conveyor-belt, spoon-fed instruction.

"Spoon feed" learning, rote learning, constitutes a mode not favourable to attaining proficiency in any subject matter studied. The result is that people tend to feel they have not been adequately prepared, due to a disengagement between their learning environment and reality outside their learning environment.

***Spoon feeding really teaches us nothing
but the shape of the spoon.³***

It is hardly surprising, therefore, that **depression/anxiety** is a real issue today. It must be said that *everyone* can experience symptoms of depression at one time or another, and it may not necessarily mean that one is 'depressed' or 'anxious' - equally, not every person experiencing this condition will have all of the symptoms below:-

Behaviour - not going out any more, not getting things done at school/university or work, withdrawing from family and friends, relying on alcohol and sedatives, not doing your usual enjoyable activities, unable to concentrate.

Feelings - overwhelmed, guilty, irritable, frustrated, lacking in confidence, unhappy, indecisive, disappointed, miserable, sad.

Thoughts - "I'm a failure", "It's my fault", "Nothing good ever happens, I'm worthless", "I feel side-lined", "Life's not worth living", "People would be better off without me".

³ Quotation by E.M. Forster

Physical - tired all the time, sick and run down, headache and muscle pains, churning abdomen, sleep problems, loss or change of appetite, significant weight loss or gain.

If you have experienced some of the above symptoms, or feel 'devalued', it may well be that your learning outcomes, productive performances have been affected as a result; indeed, it may well affect your mental constitution, if allowed to go unchecked.

So, why not do something about it?

The **Pin Point Me** approach is rather different from other instrumentalities - it is *self-regulatory* oriented, and is *preventative* in nature and focus. It is therefore recommended that everyone, at an early stage, be able to self-regulate, rather than experience the alternative; a struggle until the need for a "life-line" call, however well intentioned and necessary such services may be.

This self discovery programme will enable you to recognise the early warning signs of stress as and when they occur, of needs unfulfilled, and possible behavioural consequences.

It may be worth your while to complete some simple questionnaires, receive a **Pin Point Me** Report, and find the *genius in you*.

Pin Point Me will have you better understand :~

- A) How you are Intelligent / Knowing
- B) How you are Intellectually Functional, including Behaviour
- C) Your Belief Systems - how you construe "ability"
- D) Your Temperament and Personality in profile
- E) Pathways - career direction - fields you are most apt to excel in
fields you are most likely to enjoy

How does it work?

Your unique personal pin point profile will be developed after you have completed two questionnaires. The **Pin Point Me** programme can graphically portray you in relation to the criteria A), B), C), D) and E) above.

What can it do for you?

Pin Point Me can help you understand how perceived self-efficacy contributes to your cognitive development and functioning.

Self-efficacy exerts its influence through four major processes; they include your cognitive, motivational, affective, and selection processes.

There are three levels at which perceived self-efficacy operates as an important contributor to *academic/training development* :~

Learner self-efficacy beliefs

Teacher/Trainer self-efficacy beliefs

Faculty self-efficacy beliefs

Why?

Self-efficacy stands at the *core* of social cognitive thinking; self-efficacy beliefs provide the foundation for motivation, well-being and personal accomplishment. Self-efficacy is a *critical* determinant of self-regulation. Naturally, knowledge and skills also play important roles in your personal organisational management, and your usual Behaviour.

You may interpret the results of one's attainments just as you make judgements about the quality and extent of skills and knowledge you think you possess; a key contention regarding the *role* of self-efficacy beliefs in intellectual functioning is your level of motivation and your "Affective" state ~ both tend to be based more on what you *believe* than what might be objectively true.

Pin Point Me can more accurately bring together your beliefs with capability, and thus more likely to have you *realise* your beliefs.

A First Glance ...

Pin Point Me Report (PPM Report)

A) How you are Intelligent / Knowing

This element of the **PPM** Report examines how you think, how you are knowing, how you learn. There are two distinct parts to this element :~

i) Essential Learning/Knowing Styles

Every person has these three essential intelligences, **Visual / Auditory / Kinaesthetic**, unless one is impaired when the other intelligences tend to make up for the impediment. You are likely to have more than just one Learning/Knowing Style; you may find that you have differing responses in each category of the questionnaire and therefore the category with the greater number of like-responses may be your *dominant* Learning/Knowing Style.

NB. *All three Essential Intelligences can be honed through training.*

ii) Learning/Knowing Style Dimensions

There are three dimensions to Learning/Knowing Styles, **The Psychological-Physical Dimension / The Logical-Mathematical Dimension / The Social Dimension**. It is the dimensions that *define* you as uniquely individual.

The Psychological-Physical Dimension - This dimension incorporates learning to include processing of perceptual stimuli ~ auditory, visual, touch, heat, pain etc. in relation to the individual's internal "body image", based on

muscular feedback and motion awareness. This dimension spans the three Essential Learning Styles :~ Visual, Auditory, and Kinaesthetic.

The Left-brain dominated individual

The Right-brain dominated individual

The Logical-Mathematical Dimension - This dimension, also known as the Abstract Dimension, is acquired through invention or recognition of patterns or relationships based on interactions. It involves another level of processing, explicit sensory information, and one aspect contrasts this dimension :~

The Deductive individual ~ prefers an overview/total picture ~ MACRO

The Inductive individual ~ prefers the facts/the details ~ MICRO

The Social Dimension - This dimension involves cultural knowledge, such as values, morals, ethics etc. This dimension includes emotional learning/knowing, and spans two basic types of individual :~

The Independent individual ~ prefers self-directed learning activities

The Collaborative individual ~ prefers co-operative learning activities

NB. All three dimensions can be honed through training.

B) How you are Intellectually Functional, **including Behaviour**

Because the individual is much more than intellect alone, **Pin Point Me** has "Humanised the Intelligences" so to give you a better understanding of how you are intellectually functional, which includes your normal effective behaviour trends, as well as your stress behaviour trends when your needs are not met.

A four-character functional style grid, featuring two dichotomous pairs, functioning psychologically as perceiving and judging, are portrayed in four differently coloured quadrants.

The **Pin Point Me** profiling concept grid features polarised opposites, all functioning in a Dialectic Unity designed schema from four perspectives :~

Interests - Your Interests

Intellectual Functionality - Your usual, Effective Organisational Style

Needs - Your Motivational Needs

Behaviour - Your normal Active Behaviour and your Stress Behaviour trends

By taking four basic, essential characters, **Doer / Expediter** ~ **Persuader / Communicator** ~ **Designer / Thinker** ~ **Organiser / Administrator** in relation to the four perspectives above, a picture will emerge that defines how you are functional and how you tend to behave under normal and stress conditions.

Interests ~ *artistic, clerical, mechanical, musical, numerical, outdoor, persuasive, scientific, social services.*

Needs ~ *motivational needs*

Esteem ~ *relating to others individually*

Acceptance ~ *relating to others in groups,*

Structure ~ *systems and procedure,*

Control ~ *authority relationships,*

Advantage ~ *teamwork and individual competition,*

Activity ~ *action or reflection oriented,*

Thought ~ making decisions,

Freedom ~ personal independence

Empathy ~ objectivity and subjectivity,

Positive Self-image

Self-critical Image

C) Your belief systems - how you construe

"ability"

It must be said that most activities do not provide objective standards for assessing ability; people, therefore, tend to assess their capabilities in relation to attainments of others. The people with whom you compare yourself influence how you tend to gauge your own ability.

There are two belief systems that affect individual cognitive functioning - Self-regulation, Motivation and Affect :~

A)

Some regard ability as an **acquirable skill** that can be increased by gaining knowledge and competencies by adopting a functional-learning goal. This individual seeks challenges that provide opportunities to expand knowledge, competencies. This individual regards errors as a natural part of an acquisition process - one learns from mistakes. Therefore such individuals are not easily rattled by difficulties and as a consequence tend to judge their capabilities more in terms of *personal improvement* rather than by comparison against the achievement of others.

B)

Others view ability as an *inherent capacity*. This individual sees performance as diagnostic of his/her inherent intellectual capacities. Deficient performances tend to carry high evaluative threats that are interpreted as a lack of basic intelligence. This individual, therefore, tends to prefer tasks that minimise errors and reveal proficiency at the expense of challenge and expanding his/her knowledge and competencies. Having to exert high effort is also threatening because this individual tends to feel such high effort might reveal a presumption by others of not being too bright. Further, successes of others tend to belittle their own perceived ability as the inherent-capacity view tends to foster a *self-diagnostic focus* aimed at protecting a positive evaluation by others of his/her own competence of mastering challenges.

Temperament/Personality Report

(T/P Report)

The concept of Personality is that people differ from one another in their styles of behaviour in ways that are relatively consistent across time and place.

Personality stands for the content aspect of your behaviour, and refers to the integrative function of behaviour.

Personality-traits *describe* behaviours; they are dimensional, not categorical but hypothetical, often not observable, and casual where "casual" are the desires and needs that *explain* your behaviour. Traits are considered a part of you and not part of your environment; they are not characteristics that people possess or lack; rather, they are dimensions along which people differ by degree. The goal of personality trait thinking is to specify a manageable set of distinct personality dimensions that can be used to summarise basic psychological differences among individuals.

An evaluation of more general personality-trait spectrum provides at best a good first approximation of the person; the **Pin Point Me** Personality profile is based primarily on physiology and genetics but focused on Temperament, that aspect of Personality which is genetically based ~ "inborn". That does not necessarily mean that Temperament does not have aspects of Personality that are learnt, acquired.

Introversion / Extroversion Profile ~ Activity, Sociability, Risk-taking, Impulsiveness, Expressiveness, Reflectiveness, Responsibility.

Neuroticism / Emotional Stability Profile ~ Self-Esteem, Happiness, Anxiety, Obsessiveness, Independence, Hypochondria, Guilt.

Mastery / Sympathy Profile ~ Aggressiveness, Assertiveness, Ambition, Manipulation, Sensation-Seeking, Dogmatism, Masculinity / Femininity.

Social & Political Attitude Profile ~ Social Permissiveness, Racism, Beliefs, Socialism / Capitalism, Libertarianism, Reactionism, Masculinity, Pacifism.

(NB. The area of Sexuality is left out of the **Pin Point Me** schema – it is available, but only with parental consultation and, where it is a point of specific concern.)

Tailored Report...

Pathways Report

(P Report)

(NB. Available *only* after an initial consultation with Richard Roest)

This type report includes :~

How the individual is intelligent

How the individual is intellectually functional

A Temperament and Personality analysis

Belief system analysis in relation to perceived ability

Career orientation - your innate predisposition

Personal management style - your preferred operational/management style

Job strengths - your strategic job potential

The **Pin Point Me** designed imagery concept, applying Naturalist Intelligence, enables the realisation of an explanatory visual tableau of natural pattern displays, so as to provide not only clarity, but also solutions to problematic issues in regard to the learning/personal development process.

Pin Point Me constitutes an interconnected concept, an all embracing beneficial assembly of components in their proper relationships, *in Dialectic Unity*, for enhanced learning and competency outcomes.

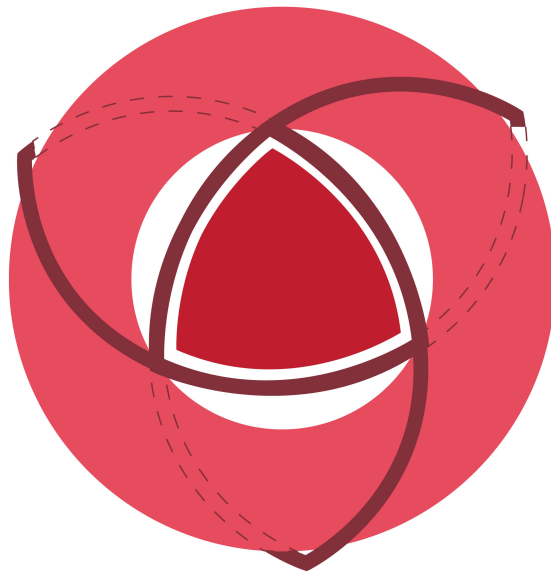
Questionnaire

I

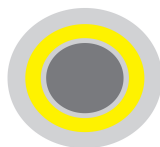
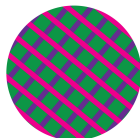
Questionnaire

Understanding

Essential Learning Styles



Learning Style Dimensions



Essential Learning Styles

Understanding Essential Learning Styles

Answer questions 1 - 10 in bold print by circling
(a), (b) or (c) as applicable.

When learning something new, do you:~
(a) Like to have the use of pictures, diagrams, or a demonstration?
(b) Like to have verbal instructions?
(c) Like to try it out for yourself - just have a go?
When you are reading, do you:~
(a) Visualise, picture in your mind the sentence?
(b) Enjoy the characters' dialogue?
(c) Sometimes read an action story, but with a preference not to read?
When you are spelling, do you:~
(a) Try to picture the word?
(b) Sound the word out before you spell it?
(c) Write the word down to find out if it looks or "feels" right?
When concentrating on something, are you:~
(a) Distracted by movement and untidiness around you?
(b) Distracted by noise in the area you are working in?
(c) Having difficulty in sitting still for short periods of time?
When solving a problem, do you:~
(a) Write the problem down or draw diagrams to try and visualise it?
(b) Talk to someone, or yourself, about it?
(c) Try and use concrete objects to find a solution?
If you are putting something together, do you:~
(a) Follow the instructions and look at the pictures?
(b) Wish there was a CD or DVD explaining what to do?
(c) Figure it out as you go along?
When trying to recall names, do you remember:~
(a) The person's face, but not usually the name?
(b) The person's name, but not readily the face?
(c) The situation in which you met them?
When giving directions, you:~
(a) Visualise the route first, or draw a map?
(b) Give clear, concise instructions?
(c) Move your body and gesture as you give them?
If you need help with a particular computer application, would you:~
(a) Look for pictures or diagrams to explain the solution?
(b) Ask someone for help or call a help desk?
(c) Persevere and try to figure it out by yourself?
You can remember a list of items best if you:~
(a) Write them down.
(b) Recite the list to yourself.
(c) Use your fingers to count the items off.

You are likely to have more than just one Learning Style.

You may find that you have some responses in each category
and therefore the category with the greater number of responses
may be your *dominant* Learning Style.

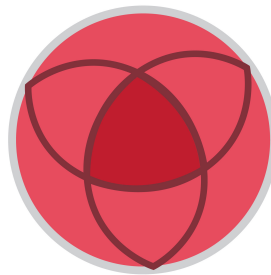
You are most likely to have a combination of the following styles :~



Visual Learner



Auditory Learner



All combined as One

(The Robinson DNA configuration)



Kinaesthetic Learner

Your Learning Style



When learning, how do you prefer material to be presented?

Tick the appropriate box / boxes in A, B, or C

A	B	C
Pictures	Discussions	Hands On
Charts	Reading Aloud	Touch
Maps	Verbal Instructions	Crafts
Graphs	Dictation	Art
Colour	Storytelling	Creating
CD / DVD	Information Gap Tasks	Deconstructing
Flashcards	Pair / Group Work	Planning / Designing

Learning Style Dimensions

What are the Dimensions of the Essential Learning Styles?

Dimension **A** ~ Psychological-Physical Dimension

This dimension incorporates learning to include processing of perceptual stimuli ~ auditory, visual, touch, heat, pain etc. in relation to the individual's internal "body image", based on muscular feedback and motion awareness. This dimension spans the three Essential Learning Styles :~ Visual, Auditory, and Kinaesthetic.

There is one aspect that contrasts this dimension :~

The Left-brain dominated Learner

The Right-brain dominated Learner

Do you rely on language in thinking and remembering to learn? Y/N



Do you rely on drawing or manipulating to think or learn? Y/N



Are you intellectual?

Do you process information in a linear way?

Do you tend to be objective?

Do you prefer established information?

Are you a person that plans ahead?

Are you usually punctual?

Are you a "sequential" person?

Are you intuitive?

Do you process information in a holistic way?

Do you tend to be subjective?

Do you prefer uncertain information?

Are you an impulsive person?

Are you normally less than punctual?

Are you a "random" person?

Dimension **B** ~ Logical-Mathematical Dimension

This dimension, also known as the Abstract Dimension, is acquired through invention or recognition of patterns or relationships based on interactions. It involves another level of processing ~ explicit sensory information, and one aspect contrasts this dimension:~

Deductive Learner ~ learner prefers an overview/total picture ~ MACRO

Inductive Learner ~ learner prefers the facts/the details ~ MICRO

Do you prefer to start with the whole picture and see how it fits with everything, and thereby deduce applications? Y/N



Do you consider all the details, facts, and logical steps before arriving at the governing principle by inference? Y/N



Dimension **C** ~ Social Dimension

This dimension involves cultural knowledge, such as values, morals, ethics etc. This dimension includes emotional learning, and spans two basic types of learners:~

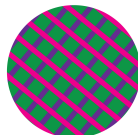
Independent Learner ~ this learner prefers self-directed activities.

Collaborative Learner ~ this learner prefers co-operative learning.

Do you like to work things out by yourself through self-directed activities, introspection and/or by reflection? Y/N

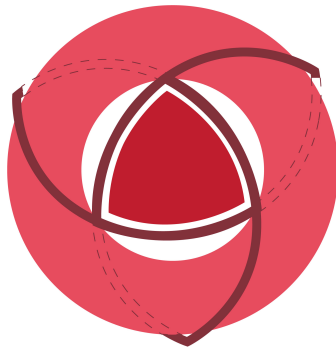
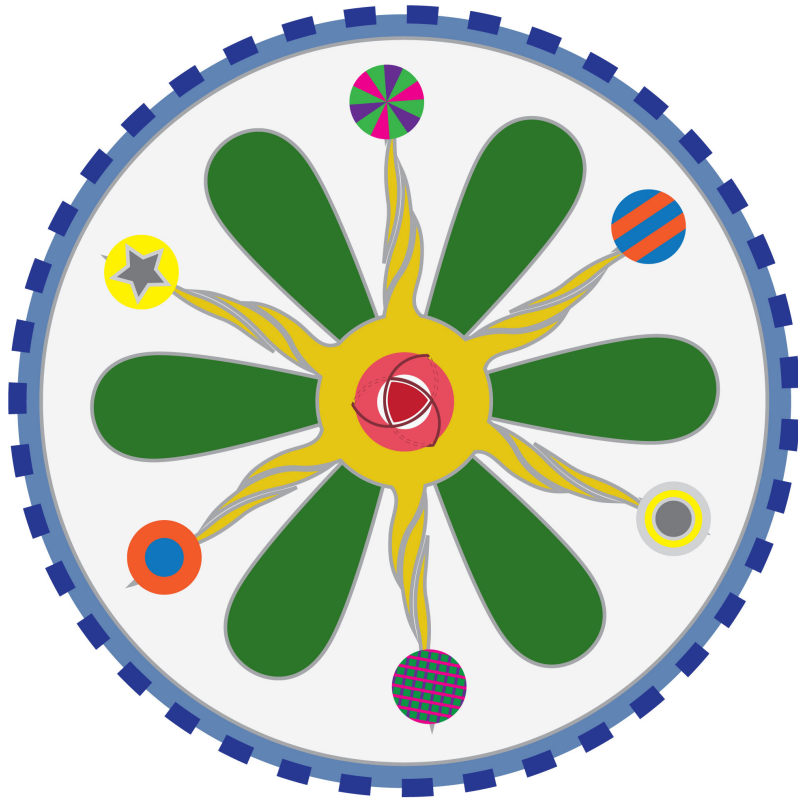


Do you learn better in a social setting, working with others? Y/N



A Learning Grouping Model

Essential Learning Styles and Learning Style Dimensions
arranged as Mutually Interactive Reciprocities
Dialectic Unity



Questionnaire

II

Questionnaire

Individual Belief Systems

How You Construe "Ability"

There are two belief systems that affect individual Cognitive functioning,
Self-regulation, Motivation and Affect :~



Yes / No

Some regard ability as an acquirable skill that can be increased by gaining knowledge and competencies by adopting a functional-learning goal. This individual seeks challenges that provide opportunities to expand knowledge, competencies. This individual regards errors as a natural part of an acquisition process - one learns from mistakes. Therefore such individuals are not easily rattled by difficulties and as a consequence tend to judge their capabilities more in terms of personal improvement rather than by comparison against the achievement of others.



Yes / No

Others view ability as an inherent capacity. This individual sees performance as diagnostic of his/her inherent intellectual capacities. Deficient performances tend to carry high evaluative threats that are interpreted as a lack of basic intelligence. This individual, therefore, tends to prefer tasks that minimise errors and reveal proficiency at the expense

of challenge and expanding his/her knowledge and competencies. Having to exert high effort is also threatening because this individual tends to feel such high effort might reveal a presumption by others of not being too bright. Further, successes of others tend to belittle their own perceived ability as the inherent-capacity view tends to foster a *self-diagnostic focus* aimed at protecting a positive evaluation by others of his/her own competence of mastering challenges.

Which one are you?

© Pin Point Profiler

Questionnaire

III

Questionnaire

A Profile of How I am Intellectually Functional

Four Perspectives:~ Interests # Usual Functional Disposition

Usual Behaviour

Needs #

Stress

Stress Behaviour



Doer

Expediter



Persuader

Communicator



Designer

Thinker



Organiser

Administrator

Your True Behavioural / Functional Profile

Your **Interests** and the kinds of activities you usually prefer

Your **Usual Functional Disposition** ~ how you behave, how you function under normal conditions ~ your **Usual Behaviour**

How you react under **Stress** ~ how your usual style changes when your **Needs** are not met ~ your **Stress Behaviour**

NB

Your **Needs** ~ the support or motivation you need from others, or from your environment to be *effective*.

Pay attention to how closely your symbols are to the lines dividing the character quadrants. When your **Interests** symbol is close to the dividing quadrant colour line, you may share **Interests** and **Needs** from the character on either side of the line. The closer your symbols are to the centre of the grid, the more likely you are to be influenced by the characteristics of other quadrants.



Which Character is Most like You?

	Not at all like me A 25% #	A little like me B 50% #	Generally like me C 75% #	Exactly like me D 91%+ #
Do you tend to argue when contradicted?				
Do you openly give opinions with groups of people, or individuals?				
Do you express your feelings when someone annoys you and tell that person?				
Do you tend to bluff at times to attain what you want?				
Do you tend to put annoying people in their place?				
Do you tend to point out faults to your friends?				
Do you have a tendency to keep others guessing?				
Do you display a tendency to be orderly and systematic in the way that you do things?				
Do you leave things until the last minute to complete your assignments?				
Do you strive to be early for class and hand in your assigned work component to the group?				
Do you tend to work for accuracy or speed?				
Do you tend to finish an assignment you have started even though others in the group may lose patience with you?				
Do you tend to finish an assignment you have started even though others in the group may lose patience with you?				
Do you tend to finish an assignment you have started even though others in the group may lose patience with you?				
Do you prefer to take care of the details rather than take things as they develop?				

Your Interests

Dimensions of Interests

	Not at all like me A 25% #	A little like me B 50% #	Generally like me C 75% #	Exactly like me D 91% + #
<i>Do you have an affinity for abstract concepts, unique forms demonstrated in a visible manner?</i>				
<i>Do you like to think up new procedures, planning and spreading ideas?</i>				
<i>Do you have a tendency to work with visual and things in colour?</i>				
<i>What are your leisure activities?</i>				
Do you have an affinity with structure, procedures?				
Do you like accessibility to materials and information in an orderly fashion?				
Do you tend to schedule activities?				
Do you tend to systemise things, thus to attain a sense of order?				
<i>Do you have an affinity for design, construction?</i>				
<i>Do you like equipment requiring the operation of interrelated components?</i>				
<i>Do you like activities that involve hands-on direct participation?</i>				
<i>Do you have an affinity to learn how things</i>				

<i>function?</i>				
------------------	--	--	--	--

Do you have an affinity for rhythm?				
Do you have a tendency to tap a beat to music you like?				
Do you enjoy music?				
Do you like dancing?				
<i>Do you have an affinity for activities requiring quantitative or mathematical abilities?</i>				
<i>Do you prefer a system's approach?</i>				
<i>Are you a logical person?</i>				
	#	#	#	#
<i>Do you like working with computers?</i>				
Do you have an affinity for activities outdoors?				
Do you like physical activities?				
Do you like to be in a natural environment?				
Are you interested in plants, animals or aquatic creatures?				
<i>Do you have a tendency to communicate with others?</i>				
<i>Do you prefer interacting with others in activities?</i>				
<i>Do you like to influence others?</i>				
<i>Do you have a tendency to negotiate?</i>				
Are you a person with a preference for a body of facts in relation to things you are interested in?				
Are you a person who like facts arranged systematically?				

Do you like to know how things work and why?				
Do you like experiments?				

<i>Do you have an affinity to indirectly help others?</i>				
<i>Do you like group activities?</i>				
<i>Do you like social work?</i>				
<i>Do you like charity work, volunteer work?</i>				
	#	#	#	#
Do you like to draw, paint?				
Do like to collect and collate things such as books, coins, artefacts?				
Do you like mechanical, electromagnetic, electronic activities?				
Do you like to sing, attend concerts or plays?				
Do you like cross-stitch needle work, working with computers, sports statistics?				
Do you like outdoor activities, solo or group activities and what kind?				
Do you like debating, socialising with friends and meeting people?				
Do you like star gazing, chemistry experiments, photography?				

Do you like counselling, helping others to succeed, teaching, training?				
---	--	--	--	--



You and Influences that can Determine Your Behaviour

Dimensions of Influence

<u>Influences</u>	<u>Generally</u> <u>like me</u>	<u>Exactly</u> <u>like me</u>		<i>Somewhat</i> <i>like me</i>
<u>ESTEEM</u> <i>Relating to others individually</i>	#	#		#
You generally deal with others on the basis of frankness, openness and directness. You tend to feel at ease with others and you do not tend to cover your feelings, tend to be objective and unemotional, perhaps somewhat detached when dealing with problems and in relationships with others.				
You tend to prefer openness and directness with others				

and prefer relationships without too much sentiment. You like others to tell you what you want to hear.				
---	--	--	--	--

<u>Influences</u>	<u>Generally</u> <u>like me</u>	<u>Exactly</u> <u>like me</u>		<i>Somewhat</i> <i>like me</i>
<u>ESTEEM</u> <i>Relating to others individually</i>	#	#		#
You are inclined to be serious and earnest in relationships. You tend to have insight into the feelings of others and you tend to be respectful and appreciative. You seek respect of key people wherever you are and tend to value status.				
<i>You tend to have a need for others to show you respect and appreciation; any criticism should be moderated by an understanding of your personal qualities.</i>				



<u>Influences</u>	<u>Generally</u> <u>like me</u>	<u>Exactly</u> <u>like me</u>		<i>Somewhat like me</i>
<u>ACCEPTANCE</u> <i>Relating to others in groups</i>	#	#		#
You tend to enjoy teamwork and work well with groups. You do not dislike meeting people and you tend to mix well with others. At times you can be a agreeable merely for the sake of harmony.				
You tend to need the support of others in a group. It is important to you that you feel accepted and that you are in control. You are inclined to take firm stands for the feeling of security it offers you.				



<u>Influences</u>	<u>Generally</u> <u>like me</u>	<u>Exactly</u> <u>like me</u>		<i>Somewhat</i> <i>like me</i>
<u>STRUCTURE</u> <i>Systems and Procedure</i>	#	#		#
You are inclined to have a concern for detail and impose a system on your activities. You prefer to be working to a predetermined plan; you like the stability and predictability. You are inclined to be neat and organised.				
You tend to need a structured environment, a list of tasks and the order and timeframe for completion. The need the support of others in the group in whatever the task.				



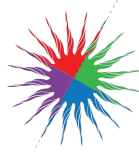
<u>Influences</u>	<u>Generally</u> <u>like me</u>	<u>Exactly</u> <u>like me</u>		<i>Somewhat</i> <i>like me</i>
<u>CONTROL</u> <i>Authority Relationships</i>	#	#		#
You are inclined to be self-assertive and enjoy the direction of others. You are usually prepared to discuss a point of contention and take a stand on issues. You have the capacity to be somewhat outspoken, to be to-the-point and normally leave little doubt for misunderstandings. You seek to excel, influence others, and tend to assume a leadership role in a competitive spirit.				
You tend to need a firm sense of instructor/mentor stewardship, with well defined programmes and opportunities for forthright discussions in relation to tasks and objectives.				



<u>Influences</u>	<u>Generally</u> <u>like me</u>	<u>Exactly</u> <u>like me</u>		<i>Somewhat like me</i>
<u>ADVANTAGE</u> <i>Teamwork & Individual Competition</i>	#	#		#
You are inclined to be competitive and like to be recognised for what you achieve. You are opportunity minded, tend to be resourceful in dealing through and with others. You have a strong drive for task completion and tend to have a low regard for others who are idealistic, impractical or unrealistic.				
You tend to need concrete tangible rewards in relation to merit. You prefer a competitive environment, with your contributions recognised by your peers, as well as your superiors. You prefer immediate praise regarding accomplishments and you tend to need reassurance in relation to advancement.				



<u>Influences</u>	<u>Generally</u> like me	<u>Exactly</u> like me		<i>Somewhat</i> like me
<u>ACTIVITY</u> <i>Action or Reflection Oriented</i>	#	#		#
You tend to have a high energy level and it is important for you to be active. You are able to manage and enjoy a substantial workload.				
You tend to need a variety of tasks to keep you actively engaged. You may need restraint in relation to enthusiasm, and you need an outlet for excess, pent up energy. You need to look at outside opportunities to meet this need, perhaps in sport or social outlets.				



<u>Influences</u>	<u>Generally</u> <u>like me</u>	<u>Exactly</u> <u>like me</u>		<i>Somewhat</i> <i>like me</i>
<u>EMPATHY</u> <i>Objectivity and Subjectivity</i>	#	#		#
You are inclined to be somewhat detached, factual and objective in relationships. You tend not to allow emotions cloud issues and you are inclined to seek practical outcomes. You tend to have definite opinions, and may occasionally overlook important emotional elements with others.				
You have a need to be treated in a matter-of-fact manner, and you usually do not need much attention from others. You need detached supervision and a regular straight forward structure. You prefer a logical approach without personal feelings or high emotions.				



<u>Influences</u>	<u>Generally</u> <u>like me</u>	<u>Exactly</u> <u>like me</u>		<i>Somewhat</i> <i>like me</i>
<u>CHANGE</u> <i>Managing Varied Tasks</i>	#	#		#
You are inclined to enjoy introducing change in the way of new ideas, tasks, objectives and variations to routines to routine, thus to try different skill sets. You enjoy taking responsibility and thrive on variety and novelty. You need be aware of not introducing change for its own sake.				
You tend to need the opportunity for varied even unconventional tasks and changes in activities. You need new challenges or special assignments to compensate for a tendency to become bored easily by a rigid routine.				



<u>Influences</u>	<u>Generally</u> <u>like me</u>	<u>Exactly</u> <u>like me</u>		<i>Somewhat</i> <i>like me</i>
<u>THOUGHT</u> <i>Making Decisions</i>	#	#		#
You are able to make decisions rapidly in an objective, matter-of-fact manner. You are usually able to grasp and weigh tasks set quickly and form opinions. You enjoy the ability of being logical and decisive, but you have a tendency to be a little impetuous.				
You tend to need opportunities to take action under definite and decisive supervision Tasks allocated need to be unambiguous, clearly set out and be explained.				



<u>Influences</u>	<u>Generally</u> like me	<u>Exactly</u> like me		<i>Somewhat</i> like me
<u>FREEDOM 1</u> <i>Personal Independence, Space</i>	#	#		#
You are inclined to feel yourself a little different from others as your behaviour tends to be more distinctive and individualistic and not necessarily bound by convention. You usually not regard precedent as a limitation in trying new approaches, as sometimes unusual solutions are called for. You need to be careful not to espouse unconventional notions merely because you are different.				
You tend to need opportunities for self-determination and expression. You normally welcome the chance to set goals and standards.				



<u>Influences</u>	<u>Generally</u> <u>like me</u>	<u>Exactly</u> <u>like me</u>		<i>Somewhat</i> <i>like me</i>
<u>FREEDOM 2</u> <i>Personal Independence, Space</i>	#	#		#
You are inclined to regard yourself as others, and you try to fit in with others. Your behaviour is usually consistent, restrained and conventional in attitude. You usually have an understanding of others and you tend to dismiss most unconventional ideas as a waste of time and effort.				
You tend to need order in your world. You tend to need an environment that offers the reassurance of consistency and predictability.				



Your Motivational Needs

1

	<u>Not at all</u> <u>like me</u> A 25%	<u>A little</u> <u>like me</u> B 50%	<u>Generally</u> <u>like me</u> C 75%	<u>Exactly</u> <u>like me</u> D 91% +
Are you an active person, with a need for plenty to do?	#			
Are you a person that prefers clear-cut decisions?	#			
Are you a person that likes strong, no nonsense supervision?	#			
Are you a person that prefers tangible benefits?	#			
Are you a person that prefers to discuss and debate the issues first?	#			
Are you a person that likes novelty and change?	#			
Are you a person that likes competitive relationships?	#			
Are you inclined to need independent action?	#			

2

Are you a person who usually knows exactly what to do?	#			
Are you a person who prefers scheduled activities?	#			
Are you a person that likes to feel part of a group?	#			
Are you a person who prefers clearly defined authority?	#			
Are you a person who prefers freedom from social demands?	#			
Are you a person who needs time to make important decisions?	#			
Are you a person who prefers low-key direction?	#			
Are you a person who likes personal, warm relationships?	#			



You and Recurring Stress

1

	<u>Not at all</u> like me A 25%	<u>A little</u> like me B 50%	<u>Generally</u> like me C 75%	<u>Exactly</u> like me D 91% +
When stressed, are you inclined to be somewhat unsympathetic?	#			
When stressed, are you inclined to be somewhat authoritative?	#			
When stressed, are you inclined to be a little dogmatic, obdurate?	#			
When stressed, are you inclined to be a little tense, impulsive and impatient with others?	#			
When stressed, are you inclined to become somewhat defensive?	#			
When stressed, are you concerned with saving face?	#			

When stressed, are you inclined to be a little argumentative?	#			
When stressed, are you inclined to go against convention?	#			

2

<i>When stressed, are you inclined to be over-factual?</i>	#			
<i>When stressed, are you inclined to be over-controlling?</i>	O			
<i>When stressed, are you inclined to be opinionated?</i>	O			
<i>When stressed, are you inclined to be a little nervous of the unexpected and be inclined to resist change?</i>	O			
When stressed, are you inclined to be a little sensitive to criticism?	D			
When stressed, are you inclined to be easily hurt?	D			
When stressed, are you inclined to be withdrawn and somewhat idealistic?	D			
When stressed, are you inclined to be hesitant in making changes?	D			



Self-image

Challenge ~ **Self-image** (*all four characters*)

The self-image component is a measure of how the learner relates to the demands of school or to any assignment the learner may be involved in. Essentially, it is a measure of self-image and can be used to some extent as a measure of self-confidence also. This dimension infuses all the learner's perceptions and expectations and relates directly to all other variable dimensions and all four characters.

Positive Self-Image

Usual Functional Disposition

Most of this type of learner tend to be reasonable in his / her expectations of himself / herself. On the whole these learners have confidence to varying degrees in their abilities. They normally have some record of their successes and wants to extend it. They tend to chose tasks, if allowed, that are within their capabilities. Sometimes these learners have an inability to accept criticism.

Needs

These learners need to feel that goals and plans are reasonable, even if they are challenging, as they want to see potential for success. Many of this type of learner needs to be involved in the pursuit of interests at school or outside; sport, social and / or service-type of activities.

Stress Behaviour

During times of stress, many of these learners may get carried away with their own enthusiasm and / or blame others or the situation / environment. When faced with opposition, these learners tend to lose emotional strength and may follow the path of least resistance, thereby avoiding introspection and self-efficacy.

Discordant interpretations:~

A *Positive Self-Image* learner tends to see a self-critical learner as too self-critical, demanding and unsure of himself / herself, whereas the *Self-Critical Image* learner sees a learner who is positive self-image as too self confident, too quick to blame others, the situation or the environment and self-aggrandising.

Self-Critical Image

Usual Functional Disposition

Most of this type of learner tend to take some pride in his / her achievements, yet the majority of this type are frequently critical of their performance and at times of others also. They tend to feel responsible for problems they are involved in to a lesser or greater degree.

Notwithstanding these learners binge aware of their shortcomings, he / she tends to accept challenging tasks. Most of these learners have a will to a varying extent and tend to be somewhat critical in their analysis of problems / tasks and their performance.

Needs

Most of this type of learner needs stretching, interesting and challenging goals. He / she needs to feel that tasks require the most from them, even at the risk of failure. Most of these learners want to take on tasks that can be done well, and most appreciate firm and fair supervision.

Stress Behaviour

During times of stress, most of these learners are tough on themselves and tend to take blame unnecessarily. As a consequence, performance may become erratic, which can make them to feel inadequate. Some learners can be unconsciously defiant in subtle ways and may even subvert their own efforts due to fear of failure.

Does this ring true for you?

Yes / No



A graphical summary the four-character imagery concept, personality traits
for each category in a generic format :~

A Behavioural / Intellectual Functionality Profile

Organisational Style

Active, Usual Behaviour

Open, Respectable, Accessible, Decisive,
Energetic, Indefatigable, Frank, Forthright,
Outspoken, Logical, Sensible, Practical.

Competitive, Ambitious, Enterprising, Assertive,
Positive, Confident, Flexible, Discretionary, Prudent,
Enthusiastic, Passionate about new things, Avid.

Direct Involvement

Task Oriented



Indirect Involvement

People Oriented

Orderly, Methodical, Businesslike, Concentrative,
Focused, Preoccupied, Cautious, Judicious,
Discriminating, Insistent, Determined, Diligent.

Insightful, Aware, Perceptive, Sociable,
Selectively Outgoing, Cheerful, Thoughtful,
Reflective, Quietly Optimistic, Positive, Expectant.

A Behavioural / Intellectual Functionality Profile

Interests

Activities Archetypical of the Four Generic Characters Portrayed

Seeing a Finished Assignment,
Solving Practical Problems,
Working Through People,
Managing, Expediting, Doing.

Persuading, Counselling,
Innovative New Approaches,
Building Agreement with People,
Influencing People.

Direct Involvement

Task Oriented



Indirect Involvement

People Oriented

Scheduling, Detailed Work,
Close Association,

Designing, Creating,
Dealing with Abstracts,

Working with Numbers,
Working with Systems.

Thinking of New Approaches,
Working with Ideas.

A Behavioural / Intellectual Functionality Profile

Needs

Support, Motivation Needed to develop Usual Organisational Style

Needs Encouragement, Inspiration,
Stimulus in an Interactive Group.
Needs a Clear-Cut Transparent, Unobstructed Situation.
Needs a Substantial Workload,
a Challenging Task, Clear Pathway.
Needs a Direct, Logical, Rational, Interactive Group.

Needs an Environment where Competition,
Ambition, Challenge is Provided.
Needs Assertiveness, Presence, Influence in an
Interactive Group Environment.
Needs Flexibility and Aligned Interpretation,
Adaption. Needs Novelty and Variety.

Direct Involvement

Task Oriented



Indirect Involvement

People Oriented

Needs an Organised, Coordinated,
Structured Environment.

Needs Individual, Specific Support.
Needs Encouragement to Express Feelings

Needs to be able to Concentrate, Provide
Linkage and Detail to Tasks.
Needs an Environment of Trust,
Delegation and Expectation.
Needs a Consistent, Steadfast and
Uniform Environment..

Emotions and Enthusiasm.
Needs Time for Reflection, and Cogitation.
Needs Time for Difficult, Delicate Decisions.

A Behavioural / Intellectual Functionality Profile

Stress

Stress Behaviour ~ When Needs Remain Unfulfilled

Stress may make Individual Support
Difficult to Dispense.
Stress may cause Impatience.
Stress may cause a "Too Busy" Disposition.
Stress may cause the Dismissal of Others' Feelings.

Stress may cause Easy Distraction.
Stress may cause a Distrust of Others.
Stress may induce a Domineering Disposition.
Stress may cause Failure to Follow an Agreed Plan.

Direct Involvement

Task Oriented



Indirect Involvement

People Oriented

Stress may cause Over Insistence on Rules and Regulations.
Stress may cause Resistance to Necessary Change.

Stress may cause Social Conventions to be Ignored.
Stress may cause a Listless, Indecisive Disposition.

Stress may cause Reluctance to Comfort Others.

Stress may Induce a Situation of Inertness.

Stress may cause the Individual to be Taken in.

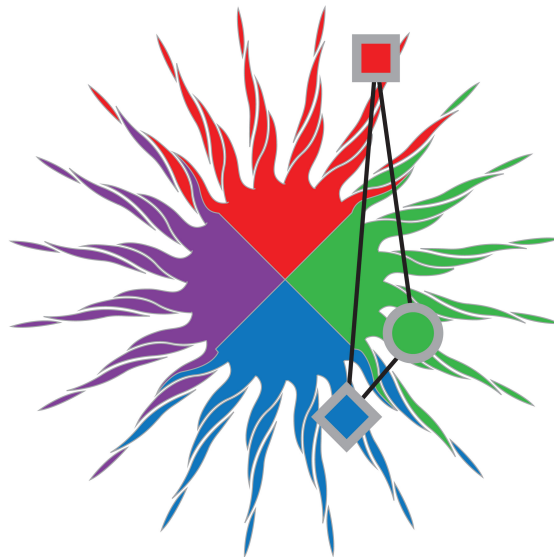
Stress may cause Depression, Seeing the Worst of Possibilities.

A Behavioural / Intellectual Functionality Profile

featuring

A Graphic Portrayal of Usual and Stress Behaviour

The closer a symbol is to the line dividing the quadrants, the greater the probability that interests may be influenced by characteristics on either side of the dividing line. Conversely, Needs, Usual and Stress behaviours may be influenced also. The closer the symbols are to the centre of the grid, the more likely they may be influenced by the characteristics of the other quadrants.



Interests ~ Persuasive, likes to counsel, act as a mentor, likes innovative new approaches, prefers building agreement with people, likes to influencing people ~ Education / Law as pathway options.

Organisational Style ~ Open, receptive, accessible, decisive, energetic, indefatigable, frank, outspoken, logical, sensible, practical.

Stress Behaviour ~ Social conventions may be ignored, may become listless and indecisive, may become somewhat inert, may become subject to depression, seeing the worst of possibilities, may be easily distracted, may become somewhat distrustful of others, may become somewhat overbearing, may fail to follow an agreed plan, course of action.

(The symbol for Needs / Stress Behaviour is within the blue **Designer** quadrant, but fairly close to the green **Communicator** quadrant, hence the characteristics of both ~ *profile of author*)

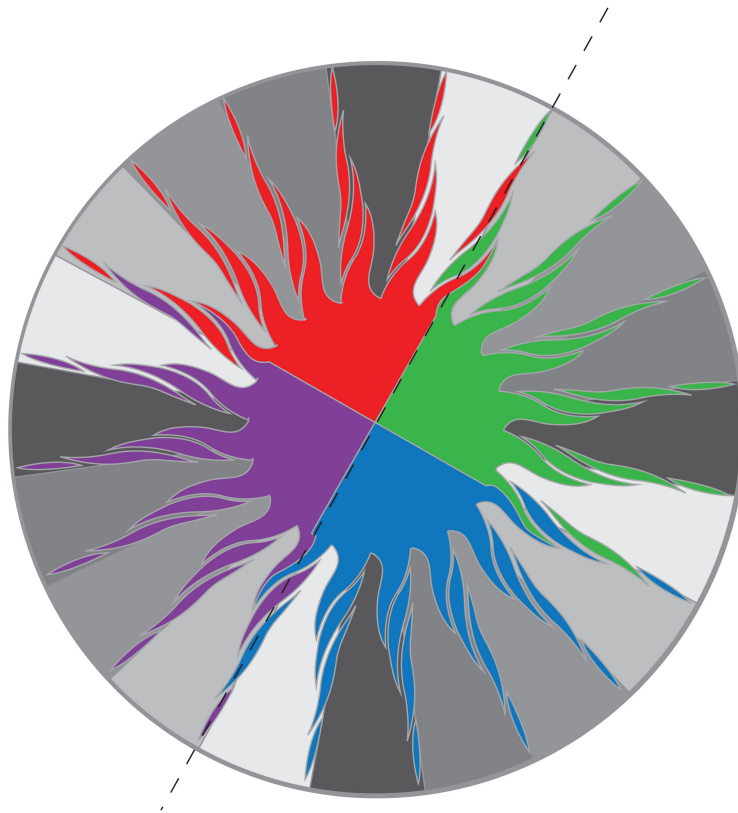
Questionnaire

IV

Questionnaire

Your Temperament / Personality Profile

Personality Traits ~ Behavioural Determinants



Introversion / Extroversion

Neuroticism / Emotional Stability

Mastery / Sympathy

Social & Political Attitudes

Sexuality

An Introversion / Extroversion Profile

A Personality Trait Questionnaire

Activity

Sociability

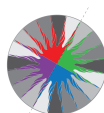
Risk-Taking

Impulsiveness

Expressiveness

Reflectivity

Responsibility



An Introversion / Extroversion Profile

(Personality Trait Questionnaire ~ 1)

ACTIVITY

Are you happy when you undertake project that calls for immediate and quick activity?
Yes */ Maybe / No /
Do you become restless when working at something and little action is occurring?
Yes */ Maybe / No /
When climbing stairs, do you usually take two steps at a time?
Yes */ Maybe / No /
Are you inclined to be slower and deliberate in your actions?
Yes / Maybe / No */
Do you usually finish your meals before other people, even though there is no need to hurry ?
Yes */ Maybe / No /
Do others regard you as a lively, active person?
Yes */ Maybe / No /
Are you always on-the-go, when not sleeping?
Yes */ Maybe / No /
Do you like organising and initiating leisure activities?
Yes */ Maybe / No /
When driving your car, do you get very frustrated by a slow-moving queue?
Yes */ Maybe / No /
Are you generally very enthusiastic about starting a new project or undertaking?
Yes */ Maybe / No /
When you are walking with other people, do they often have difficulty keeping up with you?

Yes	*/ Maybe	/ No	/
At work or at play, do others find it hard to keep up with the pace you set?			
Yes	*/ Maybe	/ No	/
Are you inclined to rush from one activity to another without a rest?			
Yes	*/ Maybe	/ No	/
Do you find yourself hurrying to get to places, even when there is plenty of time?			
Yes	*/ Maybe	/ No	/
Are you frequently lacking in energy and motivation to do things?			
Yes	/ Maybe	/ No	*/
Do you like to lie in bed late at the weekends?			
Yes	/ Maybe	/ No	*/
Do you prefer holidays that are quiet and restful without a great deal of rushing about?			
Yes	/ Maybe	/ No	*/
Do you generally move about at a leisurely pace?			
Yes	/ Maybe	/ No	*/
When you get up in the morning are you usually ready to “get cracking” ?			
Yes	*/ Maybe	/ No	/
Are you usually full of “pep” and vigour?			
Yes	*/ Maybe	/ No	/
Do you often feel tired and listless?			
Yes	/ Maybe	/ No	*/
Do you like to have a lot of things to do all the time?			
Yes	*/ Maybe	/ No	/
Do other people seem to get more done in a day than you manage to do?			
Yes	/ Maybe	/ No	*/
Most days, are there times when you enjoy just sitting and doing nothing?			
Yes	/ Maybe	/ No	*/
Would you rather watch or play sports?			
Yes	/ Maybe	/ No	*/

Do you frequently take a power-nap in the middle of the day?			
Yes	/ Maybe	/ No	*/
Do you get agitated if you have to wait for someone?			
Yes	*/ Maybe	/ No	/
If you had to wait for an elevator for a few minutes, would you take to the stairs instead?			
Yes	*/ Maybe	/ No	/
Normally, do you tend to do things as quickly as you can?			
Yes	*/ Maybe	/ No	/
Do you often feel bubbling over with excess energy?			
Yes	*/ Maybe	/ No	/
TOTAL :~			

Analysis

Learners registering a high count on this trait are generally active and energetic, enjoying physical activity pursuing a wide variety of different interests.

Learners registering a low count are inclined to be physically inactive, lethargic and easily tire. They prefer leisurely activities.

High activity is an Extravert characteristic ~ such an individual is usually outgoing because he / she has clear goals and knows what he / she wants; this provides the energy.

Low activity tends to go with Introversion ~ a more inward-looking individual, self-conscious and inhibited. This person's goal may not be clear and further profiling might be required. This individual has less confidence and energy and prefers to keep in the back ground.

The approximate statistical norm for this trait = 16 / 17 points.

Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points

1

An Introversion / Extroversion Profile

(Personality Trait Questionnaire ~ 2)

SOCIABILITY

Do you like going out?
Yes */ Maybe / No /
Do you often need understanding friends to cheer you up?
Yes */ Maybe / No /
Do you prefer reading to meeting others?
Yes / Maybe / No */
Are you fairly talkative when you are with others?
Yes */ Maybe / No /
Can you let yourself go and have a good time at a party?
Yes */ Maybe / No /
Do you dislike being with a crowd who play practical jokes on one another?
Yes / Maybe / No */
Do you like talking to people that much that you never miss a chance of talking to a stranger?
Yes */ Maybe / No /
If you were making a business inquiry, would you rather write than discuss it on the telephone?
Yes / Maybe / No */
Do you enjoy spending long periods of time by yourself?
Yes / Maybe / No */
Are you relaxed and self-confident in the company of other people?
Yes */ Maybe / No /
Are you more distant and reserved than most people?
Yes / Maybe / No */

Do you like mixing with others?
Yes */ Maybe / No /
Do you easily make new friends with members of your own sex?
Yes */ Maybe / No /
Do you like to tell jokes and stories to groups of friends?
Yes */ Maybe / No /
Do you enjoy talking and playing with young children?
Yes */ Maybe / No /
Are you apprehensive about going into a room full of strangers?
Yes / Maybe / No */
Have you ever felt that you might be happier living by yourself in isolation?
Yes / Maybe / No */
Do you sometimes feel uncomfortable when people get close to you physically?
Yes / Maybe / No */
Is it important to you to popular by a wide range of people?
Yes */ Maybe / No /
Do you spontaneously introduce yourself to strangers at social gatherings?
Yes */ Maybe / No /
Would you rather spend an evening talking to one interesting person of your own sex than being with your friends?
Yes / Maybe / No */
Do you like to be in the middle of things?
Yes */ Maybe / No /
Do you enjoy solitary activities such as reading?
Yes / Maybe / No */
Are you inclined to avoid people whenever possible?
Yes / Maybe / No */
Would you be unhappy if you were prevented from making more than a handful of friends?
Yes */ Maybe / No /

Do you prefer to be with others than do things on your own?	
Yes	*/ Maybe / No /
Do you like to have a filled calendar of engagements?	
Yes	*/ Maybe / No /
Are you inclined to limit your acquaintances to a select few?	
Yes	/ Maybe / No */
Do you enjoy entertaining people?	
Yes	*/ Maybe / No /
Do you often feel ill at ease with others?	
Yes	/ Maybe / No */
TOTAL :~	

ANALYSIS

Learners registering a high count on this trait tend to seek out the company of others; they like social functions such as parties, dances and are comfortable when meeting new people. They are Extraverted and unselfconscious in the company of others.

Learners registering a low count, generally prefer to have only a few special friends – who tend to be just like them – and most enjoy doing things on their own. They tend to be self-conscious and are inclined to worry about things to talk about. Though they may feel content enough, they seem Introverted, and perhaps somewhat distant. They may justify this disposition with the consideration that others are unintelligent or trivial, further solidifying their inhibition. They may feel they have better things to do.

The approximate statistical norm for this trait = 16 / 17 points.

Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points

2

An Introversion / Extroversion Profile

(Personality Trait Questionnaire ~ 3)

RISK-TAKING

Would you prefer an assignment involving change, variety even though you might make a success of it?
Yes */ Maybe / No /
Do you enjoy taking risks?
Yes */ Maybe / No /
Do you carefully lock up after yourself?
Yes / Maybe / No */
Do you think that children should learn to cross the road by themselves?
Yes */ Maybe / No /
When the odds are against you, do you still feel it is worth taking a chance?
Yes */ Maybe / No /
When you are catching a train, do you often arrive at the last minute?
Yes */ Maybe / No /
Would life with no danger be too dull for you?
Yes */ Maybe / No /
Do you save regularly?
Yes */ Maybe / No /
Do you enjoy fast driving / riding?
Yes */ Maybe / No /
Would you make sure you had another job before giving up your old one?
Yes */ Maybe / No /
Do people who drive / ride very carefully and slowly annoy you?
Yes */ Maybe / No /
Are you cautious in unusual situations?

Yes / Maybe / No */
Would you do almost anything for a dare? 3
Yes * / Maybe / No /
When buying things, do you usually examine the guarantee?
Yes / Maybe / No */
Do you think people spend too much effort guarding their future, with savings and insurance, etc?
Yes / Maybe / No */
Do you go in for regular health checks?
Yes */ Maybe / No /
Do you always wear a safety belt when travelling in a car, or protective gear riding a bike / scooter?
Yes / Maybe / No */
Do you sometimes gamble money on horse races or such-like?
Yes / Maybe / No */
Would you agree that an element of risk adds spice to life?
Yes */ Maybe / No /
Do you disagree with borrowing or lending money?
Yes / Maybe / No */
Would being in debt worry you?
Yes / Maybe / No * /
Do you find that you have sometimes crossed a road, leaving behind companions more cautious?
Yes */ Maybe / No /
Do you think the risk of disease from smoking has been exaggerated?
Yes * / Maybe / No /
Would you always read the small print before signing a contract?
Yes / Maybe / No */
Does the risk of failure in any undertaking worry you?
Yes / Maybe / No */
Do you usually keep your feelings to yourself in the case of another person think you are foolish?
Yes / Maybe / No * /

Does driving a fast car / bike / scooter, or jet aeroplane appeal to you?	
Yes * / Maybe / No /	3
Would you be careful to declare anything to customs if you have been travelling abroad?	
Yes / Maybe / No */	
Are you sure to arrive at appointments with plenty of time to spare?	
Yes / Maybe / No */	
When travelling on in an aeroplane, bus or train, do you choose your seat with safety in mind?	
Yes / Maybe / No */	
Does the fear of rejection concern you, if you want to invite someone for a meal or a night out?	
Yes / Maybe / No * /	
TOTAL : ~	

<u>ANALYSIS</u> Learners registering a high count on this trait tend to seek rewards with little concern for possible adverse consequences and find that risk adds spice to life. They are not afraid, if not reckless, regarding change or growth or exposing their feelings. Learners registering a lower to low count, generally prefer calculated risk, or familiarity, security even if it means sacrificing some degree of excitement or gains. Such an individual is influenced by prudence or with those who register a low count by fears. The approximate statistical norm for this trait = <u>15 / 16 points</u>. Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points 3
--

An Introversion / Extroversion Profile

(Personality Trait Questionnaire ~ 4)

IMPULSIVENESS

Before you make up your mind, do you consider all the advantages and disadvantages?
Yes / Maybe / No * /
Do you often buy things on impulse?
Yes * / Maybe / No /
Do you know where you will be going on your next holiday?
Yes / Maybe / No * /
Do you make decisions quickly?
Yes * / Maybe / No /
Do you get into a conundrum because you do things without thinking?
Yes * / Maybe / No /
Do you generally do and say things without stopping to think first?
Yes * / Maybe / No /
Do you concern yourself about what the other person might think before you say something?
Yes / Maybe / No * /
Would you rather plan things than simply go ahead and start?
Yes / Maybe / No * /
Are you an impulsive person?
Yes * / Maybe / No /
Do you prefer things that just happen, rather than those planned in advance?
Yes * / Maybe / No /
When you meet new people, do you tend to decide quickly whether or not you like them ?
Yes * / Maybe / No /
Do you tend to do things on the spur of the moment?
Yes * / Maybe / No /

Do your plans normally turn out like what actually happens?	4
Yes * / Maybe / No /	
Do you like doing things in which you have to respond quickly?	
Yes */ Maybe / No /	
Do you often get involve with things you later prefer to opt out of?	
Yes * / Maybe / No /	
Are you an easy going person, not generally bothered out having everything “just like this?”	
Yes */ Maybe / No /	
When you go on a journey, do you like to plan the route?	
Yes / Maybe / No * /	
Do you mostly speak without planning what you are going to say?	
Yes * / Maybe / No /	
Do you think an evening out is more successful if it arranged at the last moment?	
Yes * / Maybe / No /	
Do you get carried away by new and exciting ideas?	
Yes * / Maybe / No /	
Do you prefer to think things over before making decisions?	
Yes / Maybe / No * /	
Do you prefer work that requires close attention all the time?	
Yes / Maybe / No * /	
Do you need to control yourself to keep out of trouble?	
Yes */ Maybe / No /	
When you want to buy something expensive, do you save up for it?	
Yes / Maybe / No * /	
Do you believe that planning takes the fun out of things?	
Yes * / Maybe / No /	
Do you dislike standing in a long queue?	
Yes * / Maybe / No /	
Do you easily get bored doing the same thing all the time?	

Yes	*	/	Maybe	/	No	/	4
Do you often make careless mistakes?							
Yes	*	/	Maybe	/	No	/	
Do you often change your interests?							
Yes	*	/	Maybe	/	No	/	
Do you like things firmly under control?							
Yes	/	Maybe	/	No	*	/	
Do you like surprises?							
Yes	*	/	Maybe	/	No	/	
TOTAL							

ANALYSIS

Learners registering a high count are inclined to act more on the spur of the moment, make hurried decisions, may easily get into difficulties and do not necessarily finish what they have started – they are usually carefree, changeable and somewhat unpredictable.

Learners registering a low score, tend to consider matters more carefully before coming to a decision. They tend to prefer things under control, orderly, as they are more systematic and cautious because they take their responsibilities seriously. As with introvert Traits, they may lack spontaneity and may be ruled, influenced by fears.

The approximate statistical norm for this trait = 17 / 18 points.

Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points

An Introversion / Extroversion Profile

(Personality Trait Questionnaire ~ 5)

EXPRESSIVENESS

Do you sit calmly when watching a race or a game of football?
Yes / Maybe / No * /
If you are watching a comedy, do you tend to laugh loudly?
Yes * / Maybe / No /
Do you quickly display your annoyance / anger?
Yes * / Maybe / No /
Does a sentimental film easily move you to tears?
Yes * / Maybe / No /
Would you prefer to maintain outward calm in the face of an emergency?
Yes / Maybe / No * /
Do you tend to get worked up watching documentaries or news items about unfortunate incidents?
Yes * / Maybe / No /
Do you get easily involved in music or a tune that you sing along with it?
Yes * / Maybe / No /
Do feel self conscious when you express emotions?
Yes / Maybe / No * /
Do you play pranks on other people?
Yes * / Maybe / No /
Do you believe in the idea "to have a good time while you can?"
Yes * / Maybe / No /
Do you tend to tell your friends if / when they are making a mistake?
Yes * / Maybe / No /
At a fair, do you tend to watch or join in the festivities?
Yes / Maybe / No * /

Would you give a standing ovation if you enjoyed a performance?	5
Yes * / Maybe / No /	
Do you find it easy to discuss intimate and personal matters with family members?	
Yes */ Maybe / No /	
Do you fancy being a performer in a dramatic or musical production?	
Yes * / Maybe / No /	
Would you refrain from expressing your opinion if you thought that others present might be offended?	
Yes / Maybe / No */	
Would you hesitate to complain if you were served a sub-standard meal at a restaurant?	
Yes / Maybe / No */	
Do you tend to avoid stating your religion or political beliefs?	
Yes * / Maybe / No /	
Would you feel embarrassed if someone caught you naked by accident?	
Yes / Maybe / No */	
Do you feel comfortable in brightly coloured clothing?	
Yes / Maybe / No * /	
Do you gesticulate your meaning and feelings when you talk?	
Yes * / Maybe / No /	
If someone expresses an opinion you do not agree with, do you tell them so?	
Yes */ Maybe / No /	
Would you find it impossible to make a speech off the cuff?	
Yes / Maybe / No * /	
Do you wish you could relax more and have a good time more often?	
Yes / Maybe / No * /	
Are you hesitant to ask strangers for directions when lost?	
Yes / Maybe / No */	
Are you prone to exaggeration, elaboration when relating a story to your friends?	
Yes * / Maybe / No /	
Do you buy gifts for people even though there is no real occasion to do so?	

Yes	*	/	Maybe		/	No		/	5
Do you find it easy to express your sentiments to your friends?									
Yes	*	/	Maybe		/	No		/	
Would you express your mind in front of a group?									
Yes	*	/	Maybe		/	No		/	
Do you sometimes give people an affectionate hug?									
Yes	*	/	Maybe		/	No		/	
TOTAL									

ANALYSIS

The ability to express one's emotions outwardly and openly, love, hate, sorrow, anger or fear, is another factor that goes to make up extraversion.

Individuals with high readings tend to be individuals who are volatile and demonstrative.

Learners registering a low score, tend to inhibit the expression of their thoughts and feelings, tend to bury their upsets thereby leaving themselves open to feeling frustrated and unheard.

The approximate statistical norm for this trait = 11 / 12 points.

Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points

5

An Introversion / Extroversion Profile

(Personality Trait Questionnaire ~ 6)

REFLECTIVITY

Do you like to have time to be by yourself with your thoughts?
Yes * / Maybe / No /
Do you frequently pause to think about confusing events in your life?
Yes * / Maybe / No /
Do you sometimes wonder if there is anything wrong with you?
Yes * / Maybe / No /
Do you often try to find the underlying motives for the actions of others?
Yes * / Maybe / No /
Would you rather read the sports pages or the editorial in a newspaper?
Yes / Maybe / No * /
Do you seldom stop to think about your own thoughts and feelings?
Yes / Maybe / No * /
Are you keen to learn new things, even though you may have no direct relevance to your everyday life?
Yes * / Maybe / No /
Do you like riddles, "brain- teasers"?
Yes * / Maybe / No /
Do you frequently become so caught up in a problem that you have to keep thinking about it until resolved ?
Yes * / Maybe / No /
If you have been to see a film, do you like to go over it in your mind for some time afterwards?
Yes * / Maybe / No /
Are you frequently so lost in thought that you forget to notice what is going on around you?
Yes * / Maybe / No /
Do you sometimes cross a red light, or stop only just in time?
Yes / Maybe / No * /

Do you react to new ideas that are in keeping with your own view?	6
Yes * / Maybe / No /	
Have you ever tried to write a poem?	
Yes * / Maybe / No /	
Do you read a good daily and thoroughly?	
Yes * / Maybe / No /	
Would you enjoy a project that involved research?	
Yes / Maybe / No */	
Are good at meeting targets and getting things accomplished rapidly?	
Yes / Maybe / No */	
Are you impatient with “what if” theorising?	
Yes * / Maybe / No /	
Are you awed by a sense of wonder when visiting historical remains?	
Yes / Maybe / No */	
Do you frequently discuss social and or political issues with friends?	
Yes / Maybe / No * /	
Do you spend an evening reading a book?	
Yes * / Maybe / No /	
Would you rather see a documentary than a comedy?	
Yes */ Maybe / No /	
Do you think it in vain to assess your own value system and motives?	
Yes / Maybe / No * /	
Do you enjoy serious articles on subjects like literature, psychology, philosophy or sociology?	
Yes */ Maybe / No /	
Do you think it pointless to devise a plan for an ideal society?	
Yes / Maybe / No */	
Are you bored about what life may be like in the future?	
Yes / Maybe / No */	
Do you like activities that involve action now, rather than planning?	

Yes	/ Maybe	/ No	*/	6
Are you bored by museums or art galleries?				
Yes	/ Maybe	/ No	*/	
Do you think it a waste of time to wonder about outer space?				
Yes	/ Maybe	/ No	*/	
Do you spend time thinking about the past and the shape your life is taking?				
Yes	*/ Maybe	/ No	/	
Do you think about the rights and wrongs of the world around you?				
Yes	*/ Maybe	/ No	/	
TOTAL				

ANALYSIS

To reflect is to think, ponder within one's own universe. High scores on this Trait are therefore towards introversion. These individuals tend to be interested in knowledge for its own sake, rather than its practical application. They are generally thoughtful and introspective, are interested in ideas, abstractions, speculations.

The introspection may occur because the person has received information that confuses their thinking, or accepted another's evaluation which causes them to doubt their own viewpoint of reality. They may have problems that are unsolvable because they are unwilling to face the realities of situations and then try to find comfort in theories.

The ability to look inward and reflect is necessary for considered actions and the ability to visualise objectives and be open to intuitive ideas is behind all human creative activity. Reflection is also necessary for the process of re-evaluation of one's beliefs and strategies.

Those individuals with low scores tend to be more practically minded and extraverted. They prefer to get on with things rather than think about all the angles.

The approximate statistical norm for this trait = 17 / 18 points.

Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points

6

An Introversion / Extroversion Profile

(Personality Trait Questionnaire ~ 7)

RESPONSIBILITY

Are you inclined to be overly conscientious?
Yes * / Maybe / No /
Do you tend to make sure you are on time for appointments?
Yes * / Maybe / No /
Are you of the opinion that a job should be done well or not at all?
Yes * / Maybe / No /
Do you think you can be relied upon at all times?
Yes * / Maybe / No /
Are you inclined to live each day as it comes?
Yes / Maybe / No */
Do you leave things to the last moment?
Yes / Maybe / No */
Do you have a tendency to let things slide occasionally?
Yes / Maybe / No */
Do have difficulties with tasks that require application and concentration for sustained periods?
Yes / Maybe / No */
Does it take you some time to get started on an assignment ?
Yes / Maybe / No * /
Do you sometimes forget to do things agreed upon?
Yes / Maybe / No * /
Would you describe yourself as a person without worries, carefree?
Yes / Maybe / No */
Do you give away secrets occasionally?
Yes / Maybe / No */

When you say you will do something, will you stick with this undertaking no matter what?	7
Yes * / Maybe / No /	
Do you sometimes have a tendency to hurry you work, and not dot the Is and cross the Ts?	
Yes / Maybe / No */	
Do you normally reply to a personal letter straight away?	
Yes * / Maybe / No /	
Are you generally concerned with your future?	
Yes / Maybe / No */	
Do you honour your commitments more than most people do?	
Yes * / Maybe / No /	
Do you set an alarm clock if you need to wake up in the morning?	
Yes * / Maybe / No /	
Do you sometimes drink alcohol till you are a little tipsy?	
Yes / Maybe / No */	
Do you go out of your way to find a rubbish bin, or do you toss rubbish on the street?	
Yes */ Maybe / No /	
Do you have regular dental check-ups?	
Yes * / Maybe / No /	
Have you occasionally played sick to avoid responsibility?	
Yes / Maybe / No */	
Do you think there is any point in providing for your old age?	
Yes / Maybe / No * /	
If you found something in the street, would you hand it in to the police?	
Yes */ Maybe / No /	
Do you sometimes make an excuse not to go to school or work?	
Yes / Maybe / No */	
Do you bother to vote at election time, and if you could, would you?	
Yes / Maybe / No */	
Do you put responsibilities before time out?	

Yes	*/ Maybe	/ No	/	7
Are you considered an easy going person?				
Yes	/ Maybe	/ No	*/	
Do you contribute to charities?				
Yes	*/ Maybe	/ No	/	
Do you actively contribute to the community in some way?				
Yes	*/ Maybe	/ No	/	
Would you help somebody in the street who is in difficulties?				
Yes	*/ Maybe	/ No	/	
TOTAL				

ANALYSIS

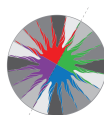
Responsibility is a Trait that leans towards introversion. Those individuals with high scores are likely to be conscientious, even somewhat compulsively so. They tend to be meticulous, reliable and seriously minded. Many extravert Traits portray people in a positive light, if not taken to extremes, an element of introversion in the area of responsibility serves as a valuable balance, anchor.

Those individuals with low scores are more inclined to be casual, a little careless, somewhat unpredictable and irresponsible in a extraverted manner. to cause effects without appropriate knowledge and understanding, without control of what may happen is irresponsible, not dissimilar to a situation where one does nothing when one knows something should be done. Like the ability to reflect, this can be a weak area in those who are inhibited, but do not have the necessary awareness of themselves and others to act responsibly.

The approximate statistical norm for this trait = 14 / 15 points.

Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points

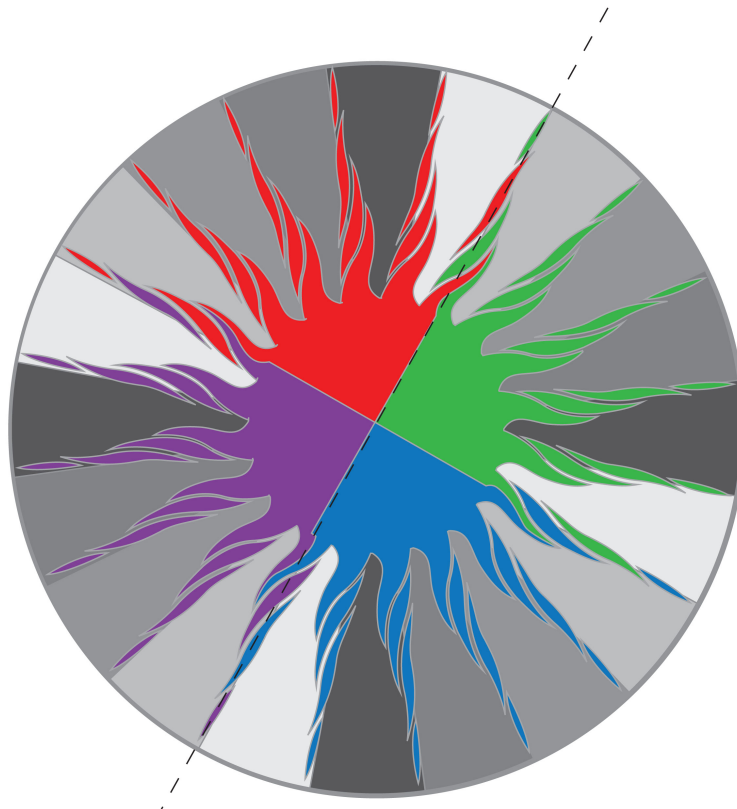
7



Questionnaire

Your Temperament / Personality Profile

Personality Traits ~ Behavioural Determinants



Introversion / Extroversion

Neuroticism / Emotional Stability

Mastery / Sympathy

Social & Political Attitudes

Sexuality

An Neuroticism / Emotional Stability Profile

A Personality Trait Questionnaire

Self-Esteem

Happiness

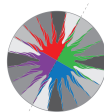
Anxiety

Obsessiveness

Independence

Hypochondria

Guilt



A Neuroticism / Emotional Stability Profile

(Personality Trait Questionnaire ~ 1)

SELF-ESTEEM

Do you think you can do things as well as the next person?
Yes * / Maybe / No /
Do you feel that you have little to be proud of?
Yes / Maybe / No */
Do you often think of yourself as a failure?
Yes / Maybe / No */
Do feel you are less compared to others?
Yes * / Maybe / No /
In general, are you sure of yourself?
Yes * / Maybe / No /
Do you often wish you were someone else?
Yes / Maybe / No */
Would you feel troubled by feelings of inadequacy if you had to make a speech?
Yes / Maybe / No */
Are there many things you would change about yourself if you could?
Yes / Maybe / No */
In general, do you think you are popular ?
Yes */ Maybe / No /
Do you have confidence in your decisions?
Yes */ Maybe / No /
Do you have a favourable opinion of yourself?
Yes * / Maybe / No /
Do you feel regret about some of the things you have done?
Yes / Maybe / No */
Do feel embarrassed at looking at photos of yourself and feel they do not do you justice?

Yes / Maybe / No */	1
Are there some in your family who think you are not good enough?	
Yes / Maybe / No */	
Do you get upset by personal criticism?	
Yes / Maybe / No */	
Do you regard people as useful to have around?	
Yes */ Maybe / No /	
Do you sometimes feel unattractive?	
Yes / Maybe / No */	
When others say complementary things about you, do you tend to question their sincerity?	
Yes / Maybe / No */	
Do sometimes withhold your opinions for fear of ridicule?	
Yes / Maybe / No */	
Are you self-conscious in social situations?	
Yes / Maybe / No */	
Do you sometimes have the feeling, when meeting others, that you are not as confident ?	
Yes / Maybe / No */	
Do you feel you can accomplish the things you want to?	
Yes */ Maybe / No /	
Are you happy with your appearance?	
Yes */ Maybe / No /	
Do you tend to avoid strangers because they may not like you?	
Yes / Maybe / No */	
Do you it difficult to do things the way others approve of?	
Yes / Maybe / No */	
Do you pretend to be a better person than you really are?	
Yes / Maybe / No */	
Do you sometimes feel you cannot do anything right?	
Yes / Maybe / No */	

Do you have doubts about your sexuality?	1
Yes / Maybe / No */	
Do you like yourself?	
Yes */ Maybe / No /	
Do you think your personality is attractive to the opposite sex?	
Yes */ Maybe / No /	
Would you say you have a wide range of abilities?	
Yes */ Maybe / No /	
TOTAL	

ANALYSIS

Self-esteem is a trait of emotional stability, of being comfortable with oneself. Lack of self-esteem is a trait of emotional instability or neuroticism. Self-esteem is acquired through a history of successfully completed actions that demonstrate competence; the ability to produce desired outcomes, to reach personal goals.

Those individuals with low scores have a lower opinion of themselves and tend to project that opinion into other people's minds so they can then assume that those others consider them as they themselves do. These people tend to be inhibited, and such mind reading needs to be disputed to allow self-esteem to recover by acknowledgement of achievements.

The approximate statistical norm for this trait = 18 / 19 points.

Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points

1

----- # -----

A Neuroticism / Emotional Stability Profile

(Personality Trait Questionnaire ~ 2)

HAPPINESS

Do you think you are unlucky?
Yes / Maybe / No */
On waking in the morning are you often somewhat depressed or flat?
Yes / Maybe / No */
On the whole, are you satisfied with your life?
Yes */ Maybe / No /
Do you sometimes have the feeling that what may happen to you is of little concern?
Yes / Maybe / No */
Do you derive happiness from life?
Yes */ Maybe / No /
Are you generally in good humour?
Yes */ Maybe / No /
Do you ever feel miserable no reason at all?
Yes / Maybe / No */
Do you consider your future to be bright?
Yes */ Maybe / No /
When things go wrong, do you wish yourself in a different world ?
Yes / Maybe / No */
Do you sometimes feel cheered-up by the misfortune of others ?
Yes / Maybe / No */
Do you feel regret about some of the things you have done?
Yes / Maybe / No */
Do feel embarrassed at looking at photos of yourself and feel they do not do you justice?
Yes / Maybe / No */
Are there some in your family who think you are not good enough?

Yes / Maybe / No */	2
Do you get upset by personal criticism?	
Yes / Maybe / No */	
Do you regard people as useful to have around?	
Yes * / Maybe / No /	
Do you sometimes feel unattractive?	
Yes / Maybe / No */	
When others say complementary things about you, do you tend to question their sincerity?	
Yes / Maybe / No */	
Do sometimes withhold your opinions for fear of ridicule?	
Yes / Maybe / No */	
Are you self-conscious in social situations?	
Yes / Maybe / No * /	
Do you sometimes have the feeling, when meeting others, that you are not as confident ?	
Yes / Maybe / No */	
Do you feel you can accomplish the things you want to?	
Yes */ Maybe / No /	
Are you happy with your appearance?	
Yes */ Maybe / No /	
Do you tend to avoid strangers because they may not like you?	
Yes / Maybe / No */	
Do you it difficult to do things the way others approve of?	
Yes / Maybe / No */	
Do you pretend to be a better person than you really are?	
Yes / Maybe / No */	
Do you sometimes feel you cannot do anything right?	
Yes / Maybe / No */	
Do you have doubts about your sexuality?	
Yes / Maybe / No */	

Do you like yourself?	2
Yes */ Maybe / No /	
Do you think your personality is attractive to the opposite sex?	
Yes */ Maybe / No /	
Would you say you have a wide range of abilities?	
Yes */ Maybe / No /	
TOTAL	

<u>ANALYSIS</u>
Self-esteem is a trait of emotional stability, of being comfortable with oneself. Lack of self-esteem is a trait of emotional instability or neuroticism. Self-esteem is acquired through a history of successfully completed actions that demonstrate competence; the ability to produce desired outcomes, to reach personal goals. Those individuals with low scores have a lower opinion of themselves and tend to project that opinion into other people's minds so they can then assume that those others consider them as they themselves do. These people tend to be inhibited, and such mind reading needs to be disputed to allow self-esteem to recover by acknowledgement of achievements. The approximate statistical norm for this trait = <u>18 / 19 points</u>. Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points
2

A Neuroticism / Emotional Stability Profile

(Personality Trait Questionnaire ~ 3)

ANXIETY

Do you blush when people are all looking at you?
Yes * / Maybe / No /
Would you say that you seldom lose any sleep over difficulties in your life?
Yes / Maybe / No */
Are you usually calm and not easily upset?
Yes / Maybe / No * /
Do you sometimes feel that you have overwhelming responsibilities that you cannot allow to go wrong?
Yes * / Maybe / No /
Do you have any foreboding about the future?
Yes * / Maybe / No /
Do you have any misgivings about the outcome of actions that you have initiated?
Yes */ Maybe / No /
Do you feel optimistic that all is or will be well?
Yes / Maybe / No */
Is life a strain for you?
Yes */ Maybe / No /
Are you afraid when you are alone or in the dark?
Yes * / Maybe / No /
Do you sometimes feel restless, as though you want something but do not know what?
Yes * / Maybe / No /
Do you tremble, perspire or get “butterflies” when a difficult task lies ahead?
Yes * / Maybe / No /
Are you less prone to anxiety than most of your friends?
Yes / Maybe / No */
Do you often go over and over in your mind what you fear might happen to you?

Yes * / Maybe / No /	3
Are you anxious about something or somebody most of the time?	
Yes * / Maybe / No /	
If you have made an awkward social error, can you forget it quite easily?	
Yes / Maybe / No * /	
Can you relax easily when you have time off?	
Yes / Maybe / No */	
Do you feel tense in the company of a person of the opposite sex?	
Yes * / Maybe / No /	
Can you drop off to sleep quite easily at night time?	
Yes / Maybe / No */	
Are you easily startled when something happens unexpectedly?	
Yes */ Maybe / No /	
Do you find it difficult to sit still without fidgeting?	
Yes * / Maybe / No /	
Do you worry a great deal over money matters?	
Yes */ Maybe / No /	
Are you easily embarrassed in social situations?	
Yes */ Maybe / No /	
Are you easily rattled if things don't go to plan?	
Yes * / Maybe / No /	
Does your voice tone change if you are talking to someone you particularly want to impress?	
Yes * / Maybe / No /	
Would you stay calm and collected in the face of an emergency?	
Yes / Maybe / No */	
Do you worry about the repetition of humiliating experiences?	
Yes * / Maybe / No /	
Are you inclined to get yourself "all worked up over nothing"?	
Yes * / Maybe / No /	

Have you ever felt the need to take tranquillizers?	3
Yes */ Maybe / No /	
Can you take charge when everyone around you is in a “flap”?	
Yes / Maybe / No * /	
Do you spend most of your time worrying over one thing or another?	
Yes */ Maybe / No /	
Do you feel confident about your prospects for the future?	
Yes / Maybe / No */	
TOTAL	

<u>ANALYSIS</u>
Anxious persons are easily upset when things go wrong, and are inclined to worry excessively about what may or may not happen. They are ruled by fears and suffer a moderate to high level of stress. When anxieties are exaggerated or irrational, emotions become unstable and may develop into neurotic compulsions or phobias. Those with low scores are placid, serene and resistant to irrational fears and anxieties; that is, provided they are reasonably happy and outgoing. This implies an understanding that problems are best faced with equanimity, that resistance does not make them disappear, and that problems, if faced squarely, are really the stuff that makes life interesting. A person in apathy or grief, however, may not feel anxiety at all, because he / she has already given up ~ fear being a more causative emotional tone than apathy or grief. The approximate statistical norm for this trait = <u>15 / 16 points</u>. Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points
3

A Neuroticism / Emotional Stability Profile

(Personality Trait Questionnaire ~ 4)

OBSESSIVENESS

Are you compelled to wash your hands even though you know them to be clean?
Yes * / Maybe / No /
Do you sometimes have a thought or mind image that you can't get out of your head?
Yes * / Maybe / No /
Are you often acutely aware of the ticking of clocks?
Yes * / Maybe / No /
If you are reading something that has errors of spelling or punctuation, does this put you off completely?
Yes * / Maybe / No /
Do you sometimes have ideas that run through your head repeatedly that would like to stop but can't?
Yes * / Maybe / No /
Do you indulge in superstitious rituals?
Yes */ Maybe / No /
Are you obsessive about locking up drawers, windows, doors, suitcases etc?
Yes */ Maybe / No /
Before going to bed, do you check that taps are off, cupboards are shut etc?
Yes */ Maybe / No /
Do you store food supplies in case of an emergency shortage?
Yes * / Maybe / No /
Does dirt put you off or disgust you?
Yes * / Maybe / No /
If you are staying somewhere, do you make a point of finding the emergency exit?
Yes * / Maybe / No /
Are you easily annoyed by things that are out of place or disorderly?
Yes */ Maybe / No /
Do you keep careful accounts of the money you spend/

Yes * / Maybe / No /	4
Do you worry about catching infections from other people/	
Yes * / Maybe / No /	
Do you usually insist on doing a task yourself rather than trusting someone else to do it properly?	
Yes * / Maybe / No /	
Do little inaccuracies or wrong pronunciations by a TV presenter make annoyed?	
Yes * / Maybe / No /	
Do you hoard all kinds of materials in case they come in handy one day?	
Yes * / Maybe / No /	
Would you rather go without something than feel obliged to another person?	
Yes * / Maybe / No /	
Do you write everything down and make lists, even things you have to do in the same day?	
Yes */ Maybe / No /	
Would you describe yourself as a perfectionist?	
Yes * / Maybe / No /	
Are you upset if your regular routine is disturbed by unforeseen events?	
Yes */ Maybe / No /	
Would you describe yourself as an easy going person/	
Yes / Maybe / No * /	
Do you prefer a disciplined life with a strict routine?	
Yes * / Maybe / No /	
Are you quite happy to borrow money or buy things you want on credit?	
Yes / Maybe / No * /	
Do you feel uncomfortable when children make a mess with their toys and games?	
Yes */ Maybe / No /	
Are you put off if somebody's dog licks you on the hand?	
Yes * / Maybe / No /	
Would you drive/ride over the speed limit if you were in a hurry?	
Yes / Maybe / No * /	

If you break your routine on retiring, would that cause you some difficulty in getting to sleep?	4
Yes * / Maybe / No /	
Are you often tempted to correct people's grammar when talking to them?	
Yes * / Maybe / No /	
Do you like to play games where you don't know what is going to happen next?	
Yes / Maybe / No */	
Is it important to you that everything be neat, tidy and organised?	
Yes * / Maybe / No /	
TOTAL	

ANALYSIS

Obsessiveness is another kind of neurosis, which can cause emotional instability. High scores on this trait are careful, conscientious, highly disciplined individuals; they may also be rather staid, finicky and easily annoyed by things that are unclean, untidy, disorganised, or are done other than "their way". Obsessiveness is driven by "That must not happen again", so it somewhat rules out adventure and spontaneity. The trouble is, what you resist tends to be empowering. Obsessions can become compulsive so that a person's life is dominated by unwelcome thoughts or protective habit patterns.

Those with low scores are casual, easy-going, with less need for order, routine and ritual to protect themselves from the unforeseen. To them life is less serious and problematical, more spontaneous and fun.

The approximate statistical norm for this trait = 10 / 11 points.

Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points

4

A Neuroticism / Emotional Stability Profile

(Personality Trait Questionnaire ~ 5)

INDEPENDENCE

Is there some habit such as smoking that you would like to break but cannot?
Yes * / Maybe / No /
If you see a game that you would like to be good at, are you actually able to acquire the necessary skills to enjoy it ?
Yes * / Maybe / No /
Do you take steps to control your weight by exercise or diet?
Yes * / Maybe / No /
Do you believe that your personality is laid down in your genes, your star sign, your upbringing alone?
Yes / Maybe / No * /
Do you make your own decisions regardless of what other people say?
Yes * / Maybe / No /
Do you find it difficult to stay in good health?
Yes / Maybe / No * /
Do you place your trust in God or fate to see you through?
Yes / Maybe / No * /
If something goes wrong, do you usually attribute it to bad luck rather than bad management?
Yes / Maybe / No * /
Do you often feel you are a victim of outside forces that you cannot control?
Yes / Maybe / No * /
Do you feel you can achieve your goals by working hard and organising your life?
Yes * / Maybe / No /
Do you ever make decisions by the toss of a coin, or leaving it in the lap of the Gods?
Yes / Maybe / No * /
Do you often act contrary to custom or to the wishes of your parents?
Yes */ Maybe / No /

If you were feeling lonely, would you make an effort to be friendly to people?	5
Yes * / Maybe / No /	
Are you easily persuaded by arguments of other people?	
Yes / Maybe / No * /	
Do you often find life difficult to cope with?	
Yes / Maybe / No */	
Are many of the things you do geared towards pleasing other people?	
Yes * / Maybe / No /	
Do you believe that your future is really in your own hands?	
Yes */ Maybe / No /	
Have you as much willpower as the next person?	
Yes * / Maybe / No /	
Do you find it a waste of time planning ahead because something always turns up that spoils your plans?	
Yes / Maybe / No * /	
Would you prefer a job in which somebody else made the decisions and told you what to do?	
Yes / Maybe / No * /	
Do you sometimes feel that you don't have enough control over the direction that your life is taking?	
Yes / Maybe / No * /	
Do you find that things are changing so fast that you no longer know which rules to follow?	
Yes / Maybe / No * /	
Do you have clear-cut goals and a sense of purpose in your life?	
Yes * / Maybe / No /	
Do you often have the feeling that other people are using you?	
Yes / Maybe / No * /	
Are you sometimes influenced by adverts to buy something you don't really want?	
Yes / Maybe / No * /	
Do you read horoscopes with the hope of obtaining some guidance in your life?	
Yes / Maybe / No */	
Does it concern you that your clothes are fashionable or not?	

Yes / Maybe / No * /	5
Would it make a difference to your enjoyment of a film if it had poor reviews?	
Yes / Maybe / No * /	
Do you frequently find yourself doing things that you really don't wish to be doing at all?	
Yes / Maybe / No * /	
Would you do what you were told by a law officer, even if you thought it was the wrong thing to do?	
Yes / Maybe / No */	
Do you sometimes wake up and wonder :~ "Who am I? What am I doing here?"	
Yes / Maybe / No * /	
TOTAL	

<u>ANALYSIS</u>
One may be self-directed, or directed by others. Autonomy or self-determination can be eroded by cultural conditioning of our upbringing and the continuous assault of the media, so that many lives are to a considerable extent programmed, as in a hypnotic trance. High scores on this trait enjoy a great deal of freedom and independence, make their own decisions and take realistic action towards achieving their own goals in life. Those with low scores lack self-reliance, think of themselves as pawns of fate, pushed around by other people, events and the society at large so that they are not really leading their own lives at all. They show a high degree of authoritarian submission", an unquestioning obedience to institutional power and the status quo. The approximate statistical norm for this trait = <u>15 / 16 points</u>. Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points
5

A Neuroticism / Emotional Stability Profile

(Personality Trait Questionnaire ~ 6)

HYPOCHONDRIA

Do you usually feel reasonably well and strong?
Yes / Maybe / No * /
Do you frequently feel faint?
Yes * / Maybe / No /
Do you have more headaches than most people?
Yes * / Maybe / No /
Do you worry about catching diseases?
Yes * / Maybe / No /
Do you visit your doctor when you have a cold?
Yes * / Maybe / No /
Do you keep a medical cabinet with a variety of leftovers from past prescriptions?
Yes * / Maybe / No /
Are you normally in good health?
Yes / Maybe / No * /
Does stomach trouble run in your family?
Yes * / Maybe / No /
Are other people unsympathetic when you are feeling unwell?
Yes * / Maybe / No /
Do you worry a lot about other members of your family getting ill?
Yes * / Maybe / No /
Do you stay off work if you have any kind of health problem?
Yes * / Maybe / No /
Do you read medical books and worry that you have all the symptoms described?
Yes * / Maybe / No /
Do you find it comforting when you are ill and get all the extra attention and sympathy?

Yes * / Maybe / No /	6
Do you feel pity for people who are ill?	
Yes * / Maybe / No /	
Do you believe that you can readily maintain good health through adequate exercise and nutrition?	
Yes / Maybe / No */	
Are you pleased when a physical symptom allows you to avoid work or some other responsibility?	
Yes * / Maybe / No /	
Are you seldom ill?	
Yes / Maybe / No * /	
Do you worry a lot about your health?	
Yes * / Maybe / No /	
Are you afraid of getting a serious illness or needing an operation?	
Yes * / Maybe / No /	
Do you frequently call out the doctor?	
Yes * / Maybe / No /	
Is death something that you feel may be just around the corner?	
Yes * / Maybe / No /	
Do you tend to feel ill around certain people or places?	
Yes * / Maybe / No /	
Do certain memories accompany painful symptoms?	
Yes * / Maybe / No /	
Do you feel more important when telling people about an interesting symptom that you suffer from?	
Yes * / Maybe / No /	
Do you get a great deal of pleasure from the health and vitality of your body?	
Yes / Maybe / No * /	
Yes / Maybe / No */	
Yes / Maybe / No * /	

Yes	/ Maybe	/ No	* /
Yes	/ Maybe	/ No	* /
Yes	/ Maybe	/ No	* /
Yes	/ Maybe	/ No	* /
TOTAL			

ANALYSIS

Hypochondria is a tendency to imagine one is ill, or to acquire psychosomatic symptoms in order to gain attention and sympathy, or to avoid responsibility.

High scorers complain of a wide variety of physical symptoms, show a great deal of concern about their state of health and frequently demand the sympathetic ear of their doctor, their family or friends. However, they tend not to make rational changes to improve their health, such as better diet and exercise, because the illness serves them and they would not be without it. Psychosomatic symptoms may also be the result of re-stimulation of past physical or emotional trauma by present circumstances; this does not tend to be lasting, unless the illness serves the person in some way.

Those with a low score are not often ill and do not worry too much about their health, which is not to say that they do not take responsibility for their health. They enjoy being alive.

The approximate statistical norm for this trait = 9 / 10 points.

Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points

6

A Neuroticism / Emotional Stability Profile

(Personality Trait Questionnaire ~ 7)

GUILT

Are you often troubled by feelings of guilt?
Yes * / Maybe / No /
Do you sometimes catch yourself apologizing when you have not actually done anything wrong?
Yes * / Maybe / No /
Do you sometimes think you have let down your parents by the life you have lead?
Yes * / Maybe / No /
Do you believe that you have committed unpardonable sins?
Yes * / Maybe / No /
Do you feel a strong need to confess something you have done?
Yes * / Maybe / No /
Do you often feel that people disapprove of you?
Yes * / Maybe / No /
Do you feel that the pleasure you have in the here and now will have to be paid for eventually?
Yes * / Maybe / No /
Do you feel you have bad Karma?
Yes * / Maybe / No /
Do you feel guilty that you have a more affluent lifestyle than many can afford?
Yes * / Maybe / No /
Are there things you have done that you cannot get out of your mind?
Yes * / Maybe / No /
If you have an accident do you feel that you must have deserved it?
Yes * / Maybe / No /
Do you consider that we are all sinners and basically flawed?
Yes * / Maybe / No /
Do you feel that you have learned valuable lessons from the mistakes you made in the past?

Yes / Maybe / No * /	7
Do you feel guilty about other people's bad actions?	
Yes * / Maybe / No /	
Are you regretful about your early sexual experiences?	
Yes * / Maybe / No /	
Do you have some bad habits that are really inexcusable?	
Yes * / Maybe / No /	
Are there things you'd like to do that you know are wrong?	
Yes * / Maybe / No /	
Are you often bothered by pangs of conscience?	
Yes * / Maybe / No /	
Do you regard your youth as miss-spent?	
Yes * / Maybe / No /	
Are there things you have done that you would give anything to un-do?	
Yes * / Maybe / No /	
Do you think you are undeserving of other people's trust and affections?	
Yes * / Maybe / No /	
Do you spend a great deal of time going over things that have happened in the past wishing you had behaved more responsibly?	
Yes * / Maybe / No /	
Are you worried that something you have done might be found out/	
Yes * / Maybe / No /	
Are you harbouring a guilty secret that you are afraid must come out one day?	
Yes * / Maybe / No /	
Do you believe that bad behaviour will always be punished in the long run?	
Yes * / Maybe / No /	
If you have done something morally reprehensible, can you put it behind you and direct your thoughts to the future?	
Yes / Maybe / No */	
When you have done something wrong, do you try and cover it up with criticisms and make-wrongs to	

justify your actions?	
Yes * / Maybe / No /	7
Do you often think back on how you have treated people in the past?	
Yes * / Maybe / No /	
Are you ashamed of your own sexual desires and fantasies?	
Yes * / Maybe / No /	
Do you feel that you have disappointed people in the past by not working hard enough?	
Yes * / Maybe / No /	
Do you expect God will punish you for your sins in an after-life?	
Yes * / Maybe / No /	
TOTAL	

ANALYSIS

Guilt is an emotional instability that unfortunately is closely tied with cultural conditioning. Parental, religious “shoulds” and “shouldn’ts” create dependencies that are usually irrational, based on the fear of judgment and punishment. Ethics and judgments are not imposed from above but are self-imposed. Misdeeds are mistakes, misguided actions, from which we can learn. Learning is what life is all about and that is the truth of Karma.

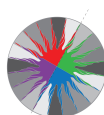
When we allow ourselves to learn such a lesson, the slate is wiped clean, by ourselves. When we continue to justify our actions and defend our rightness’s against the true voice of conscience of the Higher Self, then we commit to suffer.

Those with high scores are a little inclined to punish themselves or regret their past behaviour. Without responsibility this is the psychopath, but in the case of a person who is truly free of guilt, this is not because of a lack of responsibility, or empathy with feelings for others; on the contrary, the person is open to the truth within himself / herself and has accepted responsibility for the effects of his / her actions, has honestly learned the lessons provided by experience and may develop accordingly.

The approximate statistical norm for this trait = 9 / 10 points.

Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points

7



Mastery / Sympathy

A Personality Questionnaire

Aggressiveness

Assertiveness

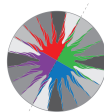
Ambition

Manipulation

Sensation-Seeking

Dogmatism

Masculinity / Femininity



A Mastery / Sympathy Profile

(Personality Trait Questionnaire ~1)

AGGRESSIVENESS

If someone does you a bad turn, do you feel the need to do something about it?
Yes * / Maybe / No /
Would you like to watch an execution, if given the opportunity?
Yes * / Maybe / No /
Do you think that if someone is rude to you it is best to let it pass?
Yes / Maybe / No * /
Have you ever felt as though you would genuinely like to throttle someone?
Yes * / Maybe / No /
Do you get very angry when you read what certain politicians have said in the newspaper?
Yes * / Maybe / No /
Do you like watching boxing on the TV?
Yes * / Maybe / No /
Do you ever get so angry with other people that you yell and swear at them?
Yes * / Maybe / No /
Do you quickly forgive those who let you down?
Yes / Maybe / No * /
Did you avoid fights or rough games when you were a child?
Yes / Maybe / No * /
Do you think that most pacifists are just cowards?
Yes * / Maybe / No /
Do you often grind your teeth, consciously or unconsciously?
Yes * / Maybe / No /
Would you say that you lose your temper less often than most people?
Yes / Maybe / No * /
Do you sometimes get so annoyed that you slam doors in the house?

Yes * / Maybe / No /	1
Do you like to play at “ducking” people when you are having a swim?	
Yes * / Maybe / No /	
Do you tend to blame other people when things go wrong?	
Yes * / Maybe / No /	
Do you prefer to refrain from expressing your irritation?	
Yes / Maybe / No * /	
If someone behaves stupidly, do you usually tell them so in no uncertain terms?	
Yes * / Maybe / No /	
Would you rather say you agree with somebody than start an argument?	
Yes / Maybe / No */	
Do you stamp your feet, or kick things when you are in a rage?	
Yes * / Maybe / No /	
Do you manage to be patient, even with fools?	
Yes / Maybe / No */	
Do you often make biting or sarcastic remarks about people?	
Yes * / Maybe / No /	
Do you sometimes pick a fight with somebody just for the fun of it?	
Yes * / Maybe / No /	
Do you, or would you like to fire guns?	
Yes * / Maybe / No /	
Are you considered a gentle person, do you think?	
Yes / Maybe / No * /	
Would you hesitate to shoot a stranger , a burglar who was escaping with your prize possessions?	
Yes / Maybe / No * /	
If you meet a person who is conceited and domineering are you inclined to put him/her in his/her place?	
Yes * / Maybe / No /	
Do you enjoy violence in the movies?	
Yes * / Maybe / No /	

In general, are you satisfied with the way the country is being run?	1
Yes / Maybe / No * /	
Are you often furious with other people even though you refrain from letting them know?	
Yes * / Maybe / No /	
In an argument would you hold back from destroying the other person's self-esteem?	
Yes / Maybe / No * /	
Do you tend to avoid personal conflict if you possibly can?	
Yes / Maybe / No * /	
TOTAL	

ANALYSIS

Those with high scores are given to the direct or indirect expression of aggression, through temper tantrums, fighting, violent arguments, or sarcasm. They take no nonsense and feel compelled to return fire or get back at anyone who comes up against them. They like to be master of a situation and are not interested in another's point of view, or feelings. Sympathy is something they do not understand, because winning in a game is all-important and losers are fools. They are defensive, and are really covering up their own shortcomings, but far from having given up, they energetically feel attack is the best form of defence.

Those with low scores are gentle, sympathetic, even-tempered, and prefer to avoid personal conflict and dislike violence whether physical or indirect. This may be because they see the futility of an aggressive approach and prefer to encourage communication, empathy and understanding as the best way to obtain agreement or to improve a situation. Or, on the negative side, it may be because they lack the drive and the sincere beliefs and so are not involved enough to care.

The approximate statistical norm for this trait = 12 / 13 points.

Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points

A Mastery / Sympathy Profile

(Personality Trait Questionnaire ~2)

ASSERTIVENESS

Would you rebuke a friend if you disapproved of his/her behaviour?
Yes * / Maybe / No /
Do you try to get your own way regardless of opposition?
Yes * / Maybe / No /
If someone went to the front of the queue, pushing in, would you do something about it?
Yes * / Maybe / No /
If someone smoking nearby was annoying you, would you ask them to stop, or move away to make a point?
Yes * / Maybe / No /
Do you believe it is necessary to fight for your rights?
Yes * / Maybe / No /
Do you express your opinions with a belief that you have a right to be heard?
Yes * / Maybe / No /
Do you tend to make a point of complaining if you are sold shoddy goods?
Yes * / Maybe / No /
Do you believe your views are not necessarily important?
Yes / Maybe / No * /
Are you intimidated by people in authority?
Yes / Maybe / No * /
As a child, did you usually do as you were told?
Yes / Maybe / No * /
If somebody in a theatre was wearing a hat that obscured your vision, would you ask them to remove it?
Yes * / Maybe / No /
Do you usually make the decisions when you are with a group of people?
Yes * / Maybe / No /

If you have been given poor service in a hotel or restaurant, do you prefer to let it pass?	2
Yes / Maybe / No * /	
Do you prefer to stay in the background, rather than push yourself forward?	
Yes / Maybe / No * /	
Do you agree with the philosophy “every man for himself” ?	
Yes * / Maybe / No /	
Do you usually dissociate from strikes or political protests?	
Yes / Maybe / No * /	
If you are in a contest, is it important to you to win?	
Yes * / Maybe / No /	
Do you always argue a point if you think you are right?	
Yes * / Maybe / No /	
Do you hesitate to ask a stranger for street directions ?	
Yes / Maybe / No * /	
Do you tend to be pushed around by other people?	
Yes / Maybe / No * /	
Would you rather take orders than give them?	
Yes / Maybe / No * /	
Do you always stand up for your rights?	
Yes * / Maybe / No /	
Do you always obey “keep off the grass” signs?	
Yes / Maybe / No * /	
Would you like to be interviewed on television?	
Yes * / Maybe / No /	
Do you hesitate to take a front seat in a lecture room because you do not like to be conspicuous?	
Yes / Maybe / No * /	
Are you good at bluffing your way out of difficult situations?	
Yes * / Maybe / No /	
Do you find it difficult to get rid of a salesman who is persistent and wasting your time?	

Yes / Maybe / No * /	2
Do you like to take the initiative at work or in the classroom if the situation demands it?	
Yes * / Maybe / No /	
Do you think of humility as a virtue?	
Yes / Maybe / No * /	
If you were sitting on a jury panel, would you stick to what is right, even though others disagree?	
Yes * / Maybe / No /	
Do you hesitate to assist somebody when it is clear they are making a mistake or doing things incorrectly?	
Yes / Maybe / No * /	
TOTAL	

ANALYSIS

Those with high scores have what is sometimes called a “strong personality”; they are independent, dominant, assertive and stand up for themselves sometimes to the extent of being viewed as frank, or even “pushy”.

Those with low scores are more humble, timid, submissive, disinclined to take any initiative into any interpersonal situation, and therefore may be easily be imposed upon.

Assertiveness is often confused with aggressiveness, but really it is a matter of standing up for what you feel is right ~the assertion of personal ethics. As long one is not rude, or inconsiderate of the rights of others, the ability to be assertive is an asset and is necessary to achieve worthwhile goals, impose order and justice in one’s environment.

The approximate statistical norm for this trait = 15 / 16 points.

Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points

A Mastery / Sympathy Profile

(Personality Trait Questionnaire ~3)

AMBITION

Do you desire to be an important person in your community?
Yes * / Maybe / No /
Do you set your aspirations low in order to avoid disappointments?
Yes / Maybe / No * /
Would you describe yourself as an ambitious person?
Yes * / Maybe / No /
Do you work hard for success, rather than just daydream about success?
Yes * / Maybe / No /
Do you have a tendency towards laziness?
Yes / Maybe / No * /
Do you try to do things sooner rather than putting them off until later?
Yes * / Maybe / No /
Do you pursue your aims with determination?
Yes * / Maybe / No /
When you sit for exams do you spend a lot of preparation for them?
Yes * / Maybe / No /
Do days sometimes go by without you having done a thing?
Yes / Maybe / No * /
Do you find it difficult to enjoy a holiday because you would rather be back at work or school?
Yes * / Maybe / No /
Are you sometimes so excited by your work that thinking about it keeps you awake at night?
Yes * / Maybe / No /
Do you compare your ability and performance on a job with that of other people?
Yes * / Maybe / No /
Are you inclined to be envious of the success of other people?

Yes * / Maybe / No /	3
Do you get excited when you are telling someone about your future plans?	
Yes * / Maybe / No /	
Is it important for you to “get on in the world” ?	
Yes * / Maybe / No /	
Do you enjoy reading about the lives of famous people?	
Yes * / Maybe / No /	
Are you satisfied with things just as they are, rather than striving to improve your position?	
Yes / Maybe / No * /	
Do you find distractions annoying when you are working?	
Yes * / Maybe / No /	
Would you prefer to laze on the beach rather than work on your favourite project?	
Yes / Maybe / No * /	
Have you ever tried to model your life on that of a person you admire?	
Yes * / Maybe / No /	
Are you satisfied with your current achievements?	
Yes / Maybe / No * /	
Would you enjoy being “in the public eye” ?	
Yes * / Maybe / No /	
Are you embarrassed if you are caught being lazy?	
Yes * / Maybe / No /	
Do you take a good deal of pride in your achievements?	
Yes * / Maybe / No /	
Do you have a strong desire to better yourself?	
Yes * / Maybe / No /	
Do you prefer to mix with people who are ambitious and successful?	
Yes * / Maybe / No /	
Do you normally let the escalator carry you along without walking yourself?	
Yes / Maybe / No * /	

Do you know what you want and are determined to get it?	3
Yes * / Maybe / No /	
Do you think it is important to make a creative contribution to society?	
Yes * / Maybe / No /	
Are you happy to live your life without necessarily making any impact on the world around you?	
Yes / Maybe / No * /	
When you play a game, is it important for you to do well?	
Yes * / Maybe / No /	
TOTAL	

<u>ANALYSIS</u>
Those with high scores are ambitious, hard-working, competitive, keen to improve their social standing, and place a high value on productivity, or creative output. They have clear aims in life, and are willing to put in the effort to achieve them. Those with low scores place little value on competitive performance or creating worthwhile effects. Such a person may be retiring, aimless or apathetic; this may be because of past failures, disillusionment, a feeling of estrangement from the goals of society, or simply not having established a personal identity or vision for the future. The approximate statistical norm for this trait = <u>14 / 15 points</u>. Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points
3

A Mastery / Sympathy Profile

(Personality Trait Questionnaire ~4)

MANIPULATION

Do you prefer to conceal from others what your motives are for your actions?
Yes * / Maybe / No /
Would you be more upset by losing some valuable property than hearing that a friend was seriously ill?
Yes * / Maybe / No /
Do you think that honesty is always the best policy?
Yes / Maybe / No * /
Do you think that politicians are generally sincere and doing their best for the country?
Yes / Maybe / No * /
Do you sometimes tell people what you think they want to hear so they will think better of you?
Yes * / Maybe / No /
Do you think that fools deserve to be parted from their money?
Yes * / Maybe / No /
Are you adept in the use of white lies?
Yes * / Maybe / No /
Do you agree that it is naive and dangerous to place your complete trust in another person?
Yes * / Maybe / No /
Do you consciously use flattery to assist in gaining your own ends?
Yes * / Maybe / No /
Do you believe it is necessary to cut corners here and there to get on in the world?
Yes * / Maybe / No /
Are you generally cool and detached in your dealing with other people?
Yes * / Maybe / No /
Would you be happy to take advantage of people's ignorance or naivety in your business activities?
Yes * / Maybe / No /

If you want someone to do something for you, to you tell them your reasons, rather than offer reasons which might be more acceptable and persuasive?	4
Yes / Maybe / No * /	
Do you feel sympathy for the underdog?	
Yes / Maybe / No * /	
Are you drawn towards people who are sick or unfortunate?	
Yes / Maybe / No * /	
Do you think that most people are basically good and kind	
Yes / Maybe / No * /	
Do you think it is justified to hurt other people to get what you want?	
Yes * / Maybe / No /	
Do you usually take care of your own interests before worrying about those of other people?	
Yes * / Maybe / No /	
Do some of your friends regard you as too good-natured, and easily taken advantage of?	
Yes / Maybe / No * /	
Do you normally tell the truth even though you might be better off lying?	
Yes / Maybe / No * /	
Are you generally able to persuade other people to do what you want them to do?	
Yes * / Maybe / No /	
Would you put yourself out to help someone who was suffering an emotional hurt?	
Yes / Maybe / No */	
Do you tend to get closely involved with other people so that you share their problems?	
Yes / Maybe / No * /	
Do you think there are better reasons for getting married than being in love?	
Yes * / Maybe / No /	
Would you befriend someone you did not really like if you thought he or she might be a useful contact?	
Yes * / Maybe / No /	
Do you gain a lot of pleasure out of helping other people?	
Yes / Maybe / No * /	

Can you easily disregard the feelings of other people in order to deal more expediently with them?	4
Yes * / Maybe / No /	
Do you often plan what you are going to say before you meet with someone?	
Yes * / Maybe / No /	
Is love more important than success?	
Yes / Maybe / No * /	
Do you regard yourself as a skilled organiser and manipulator of other people?	
Yes * / Maybe / No /	
Would you consider threatening another to get them to do what you want?	
Yes * / Maybe / No /	
TOTAL	

<u>ANALYSIS</u>
Those with high scores tend to be detached, calculating, shrewd, worldly, expedient and Self-interested in their dealings with other people; at the extreme this may be psychopathic, where empathy is impossible ~ the world view of the criminal or tyrant. Those with a low score are more warm-hearted, trusting, empathetic, straightforward, honest, and altruistic; at times perhaps a little naive and/or gullible. Most people would like to have empathic relationships since this quality is necessary for good communication, shared agreements and mutual understanding. However, the need to be right, fixed ideas and the stresses of life may drive people into manipulative strategies, as seen all too commonly in the home or in the workplace. The approximate statistical norm for this trait = <u>12 / 13 points</u>. Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points
4

A Mastery / Sympathy Profile

(Personality Trait Questionnaire ~5)

SENSATION

Do you like a good deal of variety and change in your life?
Yes * / Maybe / No /
Do you like to ride in a sports car or bike at high speeds?
Yes * / Maybe / No /
Do you like to be in a climate that has very even temperatures?
Yes / Maybe / No * /
Would mountain climbing be too dangerous for you to consider as a sport?
Yes / Maybe / No * /
Would you take drugs that were likely to have strange effects on you such as causing hallucinations?
Yes * / Maybe / No /
Do the sports of deep-sea diving, hot-air ballooning or parachuting appeal to you?
Yes * / Maybe / No /
Do you prefer to avoid the more “hair-raising” rides at amusement parks?
Yes / Maybe / No * /
Do you like to mix with people who are wild and unpredictable?
Yes * / Maybe / No /
Would you like to learn to fly an aeroplane?
Yes * / Maybe / No /
In general, would you avoid unusual, spicy or exotic meals?
Yes / Maybe / No * /
Would you consider going to a wife-swapping party?
Yes * / Maybe / No /
Do you prefer paintings that are subtle and discreet rather than vivid and colourful?
Yes / Maybe / No * /
Are you easily susceptible to boredom?

Yes * / Maybe / No /	5
Do you sometimes say something surprising just to see how people will react to it?	
Yes * / Maybe / No /	
Do you enjoy horror movies?	
Yes * / Maybe / No /	
If you were offered the opportunity to take part in a para-psychological experiment, would you accept?	
Yes * / Maybe / No /	
Would you rather mix with people your own kind than with foreigners who have different customs?	
Yes / Maybe / No * /	
Would you enjoy watching an Adults Only film?	
Yes * / Maybe / No /	
Do you dislike people who play practical jokes?	
Yes / Maybe / No * /	
Do you like plenty of bustle and excitement going on around you?	
Yes * / Maybe / No /	
Would you find it difficult to leave your family and friends and travel to a new part of the world to live?	
Yes / Maybe / No * /	
Do you try out different angles , different approaches when trying to please someone?	
Yes * / Maybe / No /	
Would you enjoy a life of peace and serenity?	
Yes / Maybe / No * /	
Do you often long for excitement?	
Yes * / Maybe / No /	
Is boredom a feeling that you dislike?	
Yes * / Maybe / No /	
Would you rather read a book than go to a wild party?	
Yes / Maybe / No * /	
Do you just like a life of peace and quiet?	
Yes / Maybe / No * /	

Do you find you make plans but don't carry them out?	5
Yes / Maybe / No * /	
Do you have fears and phobias?	
Yes / Maybe / No * /	
Would you prefer to withdraw from noisy, colourful or chaotic environments?	
Yes / Maybe / No * /	
Would you be excited at the prospect of playing "truth or dare" amongst friends?	
Yes * / Maybe / No /	
TOTAL	

<u>ANALYSIS</u>
Those with high scores tend to seek thrills in life, they love novel experiences and the spice of a little danger. They are easily bored and so seek new sensations and exciting experiences to become involved in. This may be because they do not like their mental environment and so seek to be immersed in outside stimuli to find alleviation. Those with a low score have little need for excitement and adventure; instead, they prefer the secure and familiar comforts of home. They may be scared of social intercourse and risk-taking, or they may be people who feel that parties are a waste of time and find small-talk to be trivial. The approximate statistical norm for this trait = <u>15 / 16 points</u>. Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points
5

A Mastery / Sympathy Profile

(Personality Trait Questionnaire ~6)

DOGMATISM

Do you find it difficult to stop once you get into a heated argument or discussion?
Yes * / Maybe / No /
Do you think it is dangerous to compromise with someone who disagrees with you?
Yes * / Maybe / No /
Would you prefer to be a dead hero than a live coward?
Yes * / Maybe / No /
Are you forthright and uncompromising in arguments?
Yes * / Maybe / No /
Do you often question your own morality and feelings about what is right and wrong?
Yes / Maybe / No * /
Once you have made up your mind about something, do you normally stick to your decision come what may?
Yes * / Maybe / No /
Do you believe there is only one true religion?
Yes * / Maybe / No /
Do you agree that most politicians talk a load of rubbish?
Yes * / Maybe / No /
Do you think that people with extreme views should be allowed to air them in public?
Yes / Maybe / No * /
In the case of disagreement, do you try to put yourself in the other person's shoes?
Yes / Maybe / No * /
Do you attempt to convert others to your own opinion on matters of religion, politics and morality?
Yes * / Maybe / No /
Do you sometimes argue for the sake of argument even though you know that you might be wrong?
Yes * / Maybe / No /

Do you find that your own way of tackling a problem is inevitable the best approach?	6
Yes * / Maybe / No /	
Does it annoy you when a supposed expert fails to come up with a definite solution to a problem?	
Yes * / Maybe / No /	
Do you think it would be a good thing if everybody shared the same ideas and values?	
Yes * / Maybe / No /	
Re you inclined to see things in various shades of grey, rather than in black and white?	
Yes / Maybe / No * /	
Do you think a good teacher is one who makes you wonder rather than telling you all the answers?	
Yes / Maybe / No * /	
Does your blood boil when people refuse to admit they are wrong?	
Yes * / Maybe / No /	
Re you sometimes uncertain as to which way you will vote, come an election?	
Yes / Maybe / No * /	
Do you think other cultures have a good deal to teach us about how to live?	
Yes / Maybe / No * /	
Do you find it easy to be friendly with people from quite different backgrounds from your own?	
Yes / Maybe / No * /	
Do you think it is sometimes necessary to use force in order to advance an idea, or what you think is right?	
Yes * / Maybe / No /	
Do you change your mind readily if someone puts up a convincing argument?	
Yes / Maybe / No * /	
Do you think there is a kernel of truth in nearly everybody's point of view?	
Yes / Maybe / No * /	
Do you tend to have to repeat yourself to make sure that you are properly understood?	
Yes * / Maybe / No /	
Do you carefully consider a variety of possible views before deciding on your own?	
Yes / Maybe / No * /	
Do you determine much of your conduct in relation to a single great cause?	

Yes * / Maybe / No /	6
Are you appalled by the ignorance shown by the majority of people on social and political matters?	
Yes * / Maybe / No /	
Do you find it frustrating if there is not a clear-cut answer to a problem?	
Yes * / Maybe / No /	
Do you find others stupid in many ways so that you feel the need to control and direct them?	
Yes * / Maybe / No /	
Do you find alternative points of views interesting?	
Yes / Maybe / No * /	
TOTAL	

ANALYSIS

Those with high scores are dogmatic. They have set, uncompromising views on most matters and are likely to defend them vigorously and vociferously. They are defending their identity by fixing it rigidly and they perceive many people as opponents, having it totally wrong.

Those with lower or low scores are less rigid, and less likely to see things as black and white. They are more flexible and therefore more open to rational persuasion and tolerant of uncertainty. They have the ability to learn from their mistakes, to develop themselves, to respect others and to think creatively. In the extreme, however, this may be a person who is confused, has low Self-esteem and no real idea of what is right and wrong, and is therefore easily swayed and manipulated.

The approximate statistical norm for this trait = 15 / 16 points.

Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points

A Mastery / Sympathy Profile

(Personality Trait Questionnaire ~7)

MASCULINITY / FEMININITY

Do you like to engage in rough physical activity?
Yes * / Maybe / No /
At school, did you prefer English literature over general science?
Yes / Maybe / No * /
Do you enjoy reading romantic stories?
Yes / Maybe / No * /
Are you sensitive to beauty in your surroundings?
Yes / Maybe / No * /
Do you enjoy shopping?
Yes / Maybe / No * /
Do you feel like crying if you see a sad film?
Yes / Maybe / No * /
Are you afraid of snakes, worms or spiders?
Yes / Maybe / No * /
Does computer technology interest you more than the psychology of personal relationships?
Yes * / Maybe / No /
Do you sometimes have sadistic fantasies?
Yes * / Maybe / No /
Do you like going to dances?
Yes / Maybe / No * /
Do you like sex scenes in movies? What about aggressive violence?
Yes * / Maybe / No /
Would the sight of a great deal of blood make you faint?
Yes / Maybe / No * /
Are you turned off by crude and vulgar jokes?

Yes / Maybe / No * /	7
Do you rely on intuition as to whether or not a person is trustworthy?	
Yes / Maybe / No * /	
Do you occasionally break down and cry?	
Yes / Maybe / No * /	
Do you enjoy watching competitive physical sports such as boxing and football?	
Yes * / Maybe / No /	
Are you somewhat frightened of the dark?	
Yes / Maybe / No * /	
Are you interested in science fiction?	
Yes * / Maybe / No /	
Do you find it difficult to resist picking up and cuddling small furry animals?	
Yes / Maybe / No * /	
Do you often think about falling in love?	
Yes / Maybe / No * /	
Do you startle easily if someone appears suddenly and unexpectedly?	
Yes / Maybe / No * /	
Would you consider taking part in an orgy?	
Yes * / Maybe / No /	
Would you enjoy singing in a choir?	
Yes / Maybe / No * /	
Are you curious about the workings of engines or other mechanical devices?	
Yes * / Maybe / No /	
Do you like war stories and films?	
Yes * / Maybe / No /	
Would you enjoy painting pictures of children?	
Yes / Maybe / No * /	
Do you feel upset if you see a bird with a broken wing?	
Yes / Maybe / No * /	

Would you rather be an air pilot than a dress designer?	7
Yes * / Maybe / No /	
As a child, did you enjoy playing with guns?	
Yes * / Maybe / No /	
Does it make you cringe to see men cry or hug each other?	
Yes * / Maybe / No /	
Do you find flowers beautiful?	
Yes / Maybe / No * /	
TOTAL	

ANALYSIS

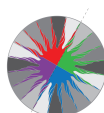
Those with high scores are definitely living up to the macho masculine stereotype. They are tolerant of and may even enjoy some violence, obscenity and swearing; they are disinclined to show weakness or sentimentality of any kind ~ crying, or expressing love, and they rely on reason rather than on intuition to come to decisions.

Those with low scores tend to more easily become upset by another's misfortune, by blood, bugs, brutality, etc and are fascinated by more delicate matters such as romance, children, fine arts, flowers and clothes. Obviously men score much higher on average than women, but there is a great deal of variation within each sex, and the cultural conditioning of gender stereotypes is under increasing scrutiny.

The approximate statistical norm for this trait = 13 / 14 points.

Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points

7



Social & Political Attitudes

A Personality Questionnaire

Social Permissiveness

Racism

Belief

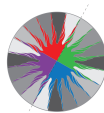
Socialism / Capitalism

Libertarianism

Reactionism

Masculinity

Pacifism



A Social & Political Attitude Profile

(Personality Trait Questionnaire ~1)

SOCIAL PERMISSIVENESS

More severe punishment of offenders will reduce crime.	
Yes	/ Maybe / No * /
Homosexuals are not “freaks” and should not be treated as such.	
Yes	* / Maybe / No /
There is no harm in travelling occasionally without a ticket, if you can get away with it.	
Yes	* / Maybe / No /
People suffering from incurable diseases should have the choice of being painlessly put to death.	
Yes	* / Maybe / No /
The laws against soft drugs like marijuana are too strict.	
Yes	* / Maybe / No /
Life is short ~ a person is justified in enjoying himself / herself as much as he / she can.	
Yes	* / Maybe / No /
Men and women have the right to find out whether they are suited before marriage , by living together.	
Yes	* / Maybe / No /
Birth control, except when recommended by a doctor should be illegal.	
Yes	/ Maybe / No * /
Children today need more discipline.	
Yes	/ Maybe / No * /
The “free and easy” way of teaching youth results in poor academic standards.	
Yes	/ Maybe / No * /
Permissiveness in our society has gone too far.	
Yes	/ Maybe / No * /
The sight of youth in “punk” clothing is appalling.	
Yes	/ Maybe / No * /
Our treatment of criminals is counter-productive; we should not punish them as we generally do.	

Yes * / Maybe / No /
There is not enough Self-discipline in today's youth.
Yes / Maybe / No * /
Sex crimes such as rape and abuse of children deserve a worse punishment than imprisonment.
Yes / Maybe / No * /
The great increase in drug taking is another example of how our society is deteriorating.
Yes / Maybe / No * /
The death penalty is barbaric and its abolition is right and proper.
Yes * / Maybe / No /
Most modern art is pretentious nonsense.
Yes / Maybe / No * /
A person should be free to take his / her own life if he / she wishes to.
Yes * / Maybe / No /
People should realise that their greatest obligation is to their spouse and family.
Yes / Maybe / No * /
Sex outside marriage is wrong.
Yes / Maybe / No * /
Free love between men and women would be a healthy thing.
Yes * / Maybe / No /
The internet should be censored before being allowed in the home.
Yes / Maybe / No * /
It is wrong that women should have less sexual freedom than men in our society.
Yes * / Maybe / No /
Teachers have no right to make any comment on political issues.
Yes / Maybe / No * /
Censorship of any of the media should be abolished.
Yes / Maybe / No * /
Political protests should be strictly controlled by the police.
Yes / Maybe / No * /

The laws of libel are an unnecessary restriction of free speech.
Yes * / Maybe / No /
We should return to Victorian morality and teach it in our schools.
Yes / Maybe / No * /
Yes * / Maybe / No /
Yes / Maybe / No * /
TOTAL

<u>ANALYSIS</u>
High scores have favourable attitudes to sexual freedom, freedom of speech and are inclined to be non-conformist. Generally, they adopt an easy-going, tolerant and hedonistic view of life with respect for the right of every person to be and to do as they think fit. An extreme score would indicate little idea of the need for any maintenance of social order, however. Low scorers disapprove of all these things and favour strict control of vices, or their interpretation of vices, as well as severe punishment for offenders, they have little respect for viewpoints that may threaten the status quo. They feel the need to control and manipulate in order to safeguard the rightness of their own identities. The approximate statistical norm for this trait = <u>15 / 16 points</u>. Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points 1

----- # -----

A Social & Political Attitude Profile

(Personality Trait Questionnaire ~2)

RACISM

It would be best to keep foreign races in their own districts and schools, in order to prevent too much contact with them.	
Yes * / Maybe / No /	
The people of foreign countries should be left to fend for themselves.	
Yes * / Maybe / No /	
It is obvious that some races are more civilised than others, and should therefore should lead the world community.	
Yes * / Maybe / No /	
Charity towards third world countries is a waste of time.	
Yes * / Maybe / No /	
People of a different colour are innately inferior.	
Yes * / Maybe / No /	
Jews are as valuable citizens as any other group.	
Yes / Maybe / No * /	
It would be a mistake to have people in positions of power if they are of another race.	
Yes * / Maybe / No /	
There is definitely no difference between races in basic intelligence.	
Yes / Maybe / No * /	
It would be a mistake to have people in positions of power if they are of another race.	
Yes * / Maybe / No /	
There is definitely no difference between races in basic intelligence.	
Yes / Maybe / No * /	
Racial variety makes life more interesting and colourful, as each race makes a unique contribution to society.	
Yes / Maybe / No * /	
We should not restrict immigration into the country as before	2

Yes / Maybe / No * /
It is unfair that other races are often denied opportunities for good jobs and promotions.
Yes / Maybe / No * /
Our nation is more democratic than any other nation.
Yes * / Maybe / No /
Other races tend to be criminally inclined.
Yes * / Maybe / No /
No kind of racial discrimination should be illegal and subject to penalties.
Yes / Maybe / No * /
When it comes to the things that count, all races are certainly not equal.
Yes * / Maybe / No /
I would never accept a job under the authority of a woman.
Yes * / Maybe / No /
The age of retirement should be reduced to 55 to make way for younger blood in top positions.
Yes * / Maybe / No /
Children should learn that before they reach maturity, their point of view is barely relevant.
Yes * / Maybe / No /
The disabled should have every opportunity to lead as fulfilling a life as anyone else.
Yes / Maybe / No * /
Women should know that their place is in the home.
Yes * / Maybe / No /
Inter-racial marriage is always wrong.
Yes * / Maybe / No /
If somebody has been unemployed for over a year then they are obviously “good-for-nothing” scroungers.
Yes * / Maybe / No /
Racial purity is an ideal that i am proud to uphold.
Yes * / Maybe / No /
Foreigners are alright, but I think they belong in their own country, except for holidays. 2
Yes * / Maybe / No /

Yes / Maybe / No * /
Yes * / Maybe / No /
Yes / Maybe / No * /
Yes * / Maybe / No /
Yes / Maybe / No * /
TOTAL

<u>ANALYSIS</u>
High scorers are opposed to coloured immigration, in favour of racial segregation within the country, believe that their own race is superior and that other races should be kept in their place and are generally antagonistic towards people of other races and nationalities. they are also likely to be sexist and ageist ~ very much stuck in the rightness of their own territory, sex, age, group, etc. and defensive of it. Low scorers present the opposite pattern of attitudes, recognising the essential worth of all persons, whatever their race, sex, age, ability, belief, inclination or circumstance. The approximate statistical norm for this trait = <u>11 / 12 points.</u> Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points 2

A Social & Political Attitude Profile

(Personality Trait Questionnaire ~3)

BELIEF

There is no survival of any kind after death.	
Yes	/ Maybe / No * /
The church should attempt to increase its influence on the life of the nation.	
Yes	* / Maybe / No /
Most religious people do not follow what they preach.	
Yes	/ Maybe / No * /
The Church is the main force for good in the society.	
Yes	* / Maybe / No /
Religious beliefs of all kinds are merely superstitions of kinds.	
Yes	/ Maybe / No * /
The Universe was created by God.	
Yes	* / Maybe / No /
The idea of god is an invention of the human mind.	
Yes	/ Maybe / No * /
The average man can live a good life without religion.	
Yes	/ Maybe / No * /
We should believe without question all that we are taught by the Church.	
Yes	* / Maybe / No /
Sunday observance is old-fashioned and should cease to govern our behaviour.	
Yes	/ Maybe / No * /
My religion is the only true religion.	
Yes	* / Maybe / No /
There are no such things as “supernatural powers”.	
Yes	/ Maybe / No * /
Religions have done more harm in the course of history than they have done good.	

Yes / Maybe / No * /
I believe in reincarnation and that what happened to me in past lives affects the way I am today.
Yes * / Maybe / No /
The paranormal is ignored by science because it threatens their vested interests.
Yes * / Maybe / No /
I believe in UFOs.
Yes * / Maybe / No /
I believe in the coming New Age of the next millennium.
Yes * / Maybe / No /
I regularly read my star sign in the papers.
Yes * / Maybe / No /
I believe it is possible, at least for psychics, to communicate to the dead and to foretell the future.
Yes * / Maybe / No /
Telepathy is a commonplace occurrence.
Yes * / Maybe / No /
I do not believe anything I read in the papers.
Yes / Maybe / No * /
I believe there is evidence of a global conspiracy by international bankers.
Yes * / Maybe / No /
I believe only what I can see in front of my eyes or touch with my hands.
Yes / Maybe / No * /
Yes * / Maybe / No /
Yes * / Maybe / No /
Yes * / Maybe / No /
Yes / Maybe / No * /
Yes / Maybe / No * /

Yes * / Maybe / No /
Yes / Maybe / No * /
Yes * / Maybe / No /
Yes / Maybe / No * /
TOTAL

ANALYSIS

High scorers are submissive and suggestible, happy to accept answers on a plate. They may readily accept those from a socially accepted authority like the Church, particularly if the new belief gives another source than themselves with responsibility for their condition. If disillusioned by that source, they will be quick to believe in an alternative scenario without much or any personal evidence to back it up.

Low scorers are sceptical and are more inclined to decide for themselves what to think, based on their own logic, observations and information gathering. They may, however, be failing to recognise the right-brain dominated way of knowing that is intuitive by nature and the only way to receive spiritual matters. They might not be interested on the other hand.

The approximate statistical norm for this trait = 15 / 16 points.

Yes*/No* = 1 point Maybe = ½ point Yes/No = 0 points

3

----- # -----

A Social & Political Attitude Profile

(Personality Trait Questionnaire ~4)

SOCIALISM / CAPITALISM

No one should be allowed to buy privileges in education or medical care.
Yes * / Maybe / No /
There is no such thing as a “class struggle” in this country today.
Yes / Maybe / No * /
Too much is paid in tax by people with high incomes.
Yes / Maybe / No * /
The government is gradually taking away our basic freedom.
Yes / Maybe / No * /
True democracy is limited in this country because of the special privileges enjoyed by business and industry.
Yes * / Maybe / No /
It is clearly unfair that some people should inherit a large sum of money and get income from it without working.
Yes * / Maybe / No /
It is just as well that the struggle of life tends to weed out those who cannot stand the pace.
Yes / Maybe / No * /
Most labour troubles are due to the work of radical agitators.
Yes / Maybe / No * /
The government is spending too much money on welfare, health and education.
Yes / Maybe / No * /
Capitalism has worked well in this country and should not be changed.
Yes / Maybe / No * /
“Free enterprise” is another way of saying “exploitation of the workers”.
Yes * / Maybe / No /
Industrial depressions can be prevented by proper government planning.
4

Yes * / Maybe / No /
Ultimately, private property should be abolished and all wealth shared equally.
Yes * / Maybe / No /
An international government would be a liability.
Yes / Maybe / No * /
Speculators and banking institutions have been responsible for our economic difficulties.
Yes * / Maybe / No /
Strikes should be made illegal.
Yes / Maybe / No * /
Royalty and aristocracy encourage snobbishness and elitism, and are not compatible with democracy.
Yes * / Maybe / No /
In disputes between workers and employers, i usually side with the workers.
Yes * / Maybe / No /
I believe it is possible, at least for psychics, to communicate with the dead and to foretell the future.
Yes * / Maybe / No /
Telepathy is a commonplace occurrence.
Yes * / Maybe / No /
I don't believe anything I read in the newspapers
Yes / Maybe / No * /
I believe there is evidence of a global conspiracy by international bankers.
Yes * / Maybe / No /
In practice, the rich and the poor are not equal before the law.
Yes * / Maybe / No * /
Equal pay for equal work is long overdue; present arrangements are unfair for women workers.
Yes * / Maybe / No /
There exists a class of people whose family background and traditions make them most fitted to lead the country.
Yes / Maybe / No * /
No country can be civilised that does not have a national health service paid for by taxes.

Yes	*	/ Maybe	/ No	/
Most politicians have been bought off by private interests.				
Yes	*	/ Maybe	/ No	/
In this country it is big business that controls the state, not the people.				
Yes	*	/ Maybe	/ No	/
Control of inflation is a higher priority than a low rate of unemployment.				
Yes		/ Maybe	/ No	*
The welfare system gives too much help to people who refuse to find work, any work.				
Yes		/ Maybe	/ No	*
It will always be preferable to have a few strong, able people running everything.				
Yes		/ Maybe	/ No	*
Profit is the main motive for hard work.				
Yes		/ Maybe	/ No	*
In capitalist countries there is an inevitable conflict between workers and employers.				
Yes	*	/ Maybe	/ No	/
Wealth should be distributed much more fairly than it is at the present.				
Yes	*	/ Maybe	/ No	/
The so-called underdog deserves a little sympathy or help from successful people.				
Yes		/ Maybe	/ No	*
In this country, the most able rise to the top.				
Yes		/ Maybe	/ No	*
A firm should produce what is most profitable, not what the government believes to be in the national interest.				
Yes		/ Maybe	/ No	*
The practical man is of more use to society than the thinker.				
Yes	*	/ Maybe	/ No	/
Poverty, mental illness and other problems are the responsibility for the whole community.				
Yes	*	/ Maybe	/ No	/
Capitalism is immoral because it exploits the worker by failing to give him/her full value for his/her productive labour.				

Yes * / Maybe / No /	
The welfare system tends to destroy individual initiative.	
Yes / Maybe / No * /	
On the whole, workers in this country are treated fairly by their employers.	
Yes / Maybe / No * /	
The nationalisation of major industries is likely to lead to inefficiency.	
Yes / Maybe / No * /	
Business compassion is necessary for technical progress and expanding the economy.	
Yes / Maybe / No * /	
Most strikes are caused by bad management.	
Yes */ Maybe / No /	
We ought to have a world government to guarantee the welfare of all nations irrespective of the rights of any nation.	
Yes * / Maybe / No /	
Economic security for all is counter to the ethos of capitalism.	
Yes * / Maybe / No /	
Workers should have a say in the running of businesses in which they are employed.	
Yes * / Maybe / No /	
Democracy depends fundamentally on the existence of free enterprise.	
Yes / Maybe / No * /	
The government must ensure above everything else that unemployment is kept low.	
Yes * / Maybe / No /	
A national health service does not give doctors the opportunity to do their best for their patients.	
Yes * / Maybe / No /	
Yes / Maybe / No * /	4
Yes / Maybe / No * /	

Yes	/ Maybe	/ No	* /
TOTAL			

ANALYSIS

High scorers have a socialist outlook, with sympathy towards working people and a reserve towards those who receive unearned income or excessive profits; they favour internationalism and the redistribution of wealth.

Low scorers have a more capitalist orientation, a belief that talent and enterprise – as opposed to just hard work – should be specially rewarded, that private enterprise is more efficient than government control and that worker power can be a threat to order and profits.

In the context of the other traits in this category, socialists tend to be more radical and progressive; conservatives favour a more traditional viewpoint on most matters and a capitalist economic system orientation. A tough minded, mastery-oriented conservative may tend towards fascism and racism. On the radical side, a tough minded socialist may tend towards communism; a permissive radical may tend towards anarchy.

Between these extremes are the majority of people, at least in Western democracies, with a range between Socialist Labour / Conservative right-wing politics and Democrats / Liberals in the centre.

The approximate statistical norm for this trait = 23 / 24 points.

Yes/No * = 1 point Maybe = ½ point Yes/No = 0 points

4

----- # -----

A Social & Political Attitude Profile

(Personality Trait Questionnaire ~5)

LIBERTARIANISM

The minority should be free to criticise majority decisions.
Yes * / Maybe / No /
No one should be allowed to buy substances that have not received approval from the FDA.
Yes / Maybe / No * /
There should be no restrictions on travel anywhere in the world.
Yes * / Maybe / No /
We would be better off without any government at all.
Yes * / Maybe / No /
A group with difference allows too many differences of opinion amongst its members cannot achieve anything worthwhile.
Yes / Maybe / No * /
A classless society is impossible.
Yes / Maybe / No * /
Production and trade should be free from government interference.
Yes * / Maybe / No /
An impartial body should fix the wages of workers and control prices.
Yes / Maybe / No * /
Political extremists have the right to express their beliefs.
Yes * / Maybe / No /
It is wrong to criticise a person for supporting the policy of another country against his own.
Yes * / Maybe / No /
The major financial institutions dominate government policy in their own interests.
Yes * / Maybe / No /
Most politicians have a hidden agenda that is quite different from their public statements.

Yes * / Maybe / No /
Social planning leads to regimentation.
Yes * / Maybe / No /
We should recognise that we have duties to society as well as rights.
Yes / Maybe / No * /
I would hate to live in a regulated environment such as in the armed forces.
Yes * / Maybe / No /
Communists should not be allowed to hold jobs in government service.
Yes / Maybe / No * /
We spend too little money on foreign aid.
Yes * / Maybe / No /
The police should have the right to listen in on private telephone conversations when investigating crime.
Yes / Maybe / No * /
Even though the masses appear to behave without good sense at times; it is a reflection of their leaders – taken individually, I have a lot of faith in the common sense of the ordinary person.
Yes * / Maybe / No /
The maintenance of order within the nation is more important than insuring that everybody's rights are upheld.
Yes / Maybe / No * /
Nowadays, more and more officials are prying into matters which do not concern them.
Yes * / Maybe / No /
I am just as concerned about the breakdown of human rights in other countries as if it happened here at home.
Yes * / Maybe / No /
Freedom of information is of fundamental importance.
Yes * / Maybe / No /
Many peoples' lives amount to little more than legalised slavery, whether in the workplace or at home.
Yes * / Maybe / No /
Government nowadays is too centralised. 5
Yes * / Maybe / No /
School leaving age should be raised as high as funds permit, whether young people want to stay on at

school or not.
Yes / Maybe / No * /
The nation exists for the benefit of the individual, not the individual for the benefit of the nation.
Yes / Maybe / No * /
Yes * / Maybe / No /
Yes / Maybe / No * /
Yes * / Maybe / No /
TOTAL

ANALYSIS

High scorers place great value on freedom of the individual and the protection of human rights. They tend to be opposed to interference in their lives from the State, for which they have limited respect. In extreme cases this would be an anarchist, or someone who has a button on accepting any kind of authority, even if it is imposing sensible order.

Low scorers favour regulation of both business and many aspects of individual behaviour. They also tend to place a high value on patriotism and loyalty to the State, because they are comforted by a powerful body – that knows best – taking full responsibility.

The approximate statistical norm for this trait = 11 / 12 points.

Yes*/No* = 1 point Maybe = ½ point Yes/No = 0 points

5

----- # -----

A Social & Political Attitude Profile

(Personality Trait Questionnaire ~6)

REACTIONISM

Few people really know what would be best for their long term interest.
Yes * / Maybe / No /
It is only by returning to our glorious and forgotten past that real social progress can be made.
Yes * / Maybe / No * /
Criminal violence should be punished more severely than mere imprisonment.
Yes * / Maybe / No /
To compromise with our political opponents is dangerous because it usually leads to letting down our side.
Yes * / Maybe / No /
Life in the old days used to be much more pleasant than it is now.
Yes * / Maybe / No /
Avant-garde artists are in no way inferior to past masters.
Yes / Maybe / No * /
Today's revolutionaries and protesters show unrest because the old ways have failed.
Yes / Maybe / No * /
The greatest threats to this country have come from foreign ideas and agitators.
Yes * / Maybe / No /
It is better to stick with what you know than try new ideas that are untested and may cause more problems.
Yes * / Maybe / No /
Tradition has too big an influence in this country.
Yes / Maybe / No * /
The best of modern popular music is better than the old-fashioned music of years ago.
Yes / Maybe / No * /
Most politicians have a hidden agenda that is quite different from their public statements.
Yes * / Maybe / No /
6

Social planning leads to regimentation.	
Yes * / Maybe / No /	
We should recognise that we have duties to society as well as rights.	
Yes / Maybe / No * /	
Easy access to divorce is a threat to the institution of marriage and this trend should be reversed.	
Yes * / Maybe / No /	
The constitution of our great country should never be questioned.	
Yes * / Maybe / No /	
Most modern art is pretentious nonsense.	
Yes * / Maybe / No /	
If you start trying to change things too much, you usually make things worse.	
Yes / Maybe / No * /	
Even though the masses appear to behave without sense at times, it is a reflection of their leaders; taken individually, I have a lot of faith in the common sense of the ordinary man.	
Yes * / Maybe / No /	
The maintenance of order within the nation is more important than ensuring that everybody's rights are upheld.	
Yes / Maybe / No * /	
Nowadays, more and more officials are prying into matters which do not concern them.	
Yes * / Maybe / No /	
Scientific inventions have carried us too far too fast; we should be given a resting pause now.	
Yes * / Maybe / No /	
It is always a good idea to look for new ways of doing things.	
Yes / Maybe / No * /	
This country should ensure that none of its independence and power is ever lost.	
Yes * / Maybe / No /	
Things were much better when it was understood that the place for a woman is in the home.	
Yes * / Maybe / No /	
Morals in this country are pretty bad and getting worse.	6
Yes * / Maybe / No /	

It seems to me that whoever you vote for, things go on much the same way.			
Yes	*	/ Maybe	/ No /
Yes	*	/ Maybe	/ No /
Yes		/ Maybe	/ No * /
Yes	*	/ Maybe	/ No /
Yes		/ Maybe	/ No * /
TOTAL			

ANALYSIS

People are labelled “reactionary” if they resist change to a new order of things – but then they may be right. High scorers tend to be disturbed by what they see as moral decay in society. They tend to show strong support for traditional institutions and look to the past for their model in life.

Low scorers are progressive thinkers, open to new ideas and future oriented. They think that life is subject to change and generally is getting better, but then they may just be following the tide or the latest fashion.

This scale has a fairly high correlation with age.

The approximate statistical norm for this trait = 16 / 17 points.

Yes*/No* = 1 point Maybe = ½ point Yes/No = 0 points

6

----- # -----

A Social & Political Attitude Profile

(Personality Trait Questionnaire ~7)

PACIFISM

We should stop trying to play a role in the world that is beyond our strength.
Yes * / Maybe / No /
The best way to deal with an antagonistic person is to stay calm and listen to what they have to say.
Yes * / Maybe / No /
It is only by returning to our glorious and forgotten past that real social progress can be made.
Yes * / Maybe / No * /
Criminal violence should be punished more severely than mere imprisonment.
Yes * / Maybe / No /
To compromise with our political opponents is dangerous because it usually leads to letting down our side.
Yes * / Maybe / No /
War can never be justified, even to protect our national rights and honour.
Yes * / Maybe / No /
Hunting is sadistic and cruel, and should be forbidden.
Yes * / Maybe / No /
There have been times when I would have liked to kill someone.
Yes * / Maybe / No /
Compulsory military training in peace-time is necessary for the security of your country.
Yes / Maybe / No * /
The evils of war are greater than any perceivable benefits.
Yes * / Maybe / No /
It is inherent in human nature to fight for and protect one's territory, so it would be harmful to suppress this natural drive?
Yes / Maybe / No * /
If someone insulted me, I'd likely punch them.
Yes / Maybe / No * /

Our political leaders should be doing a great deal more to help resolve the conflicts occurring around the world.
Yes * / Maybe / No /
We spend too little on our armed forces.
Yes / Maybe / No * /
The UN is useless, and does not deserve our support.
Yes / Maybe / No * /
Boxing is a travesty of a sport.
Yes * / Maybe / No /
We have never, as a nation, fought an unjust war.
Yes / Maybe / No * /
Occupation by a foreign power is better than involvement in war.
Yes * / Maybe / No /
If someone was lying collapsed on the pavement, I'd see if I could help.
Yes * / Maybe / No /
The dropping of the first atom bomb on a Japanese city was morally wrong and indefensible.
Yes * / Maybe / No /
Conscientious objectors are traitors to their country and should be treated accordingly.
Yes / Maybe / No * /
The private manufacture of arms and ammunition and the holding of private weapons should be outlawed.
Yes * / Maybe / No /
Capital punishment should be reintroduced in all States.
Yes / Maybe / No * /
Corporal punishment in schools is an ideal way to teach children what is right and wrong.
Yes / Maybe / No * /
I would never deliberately tread on an insect.
Yes * / Maybe / No /
If someone broke into my house, I wouldn't hesitate to shoot them.
Yes / Maybe / No * /

Yes * / Maybe / No /
Yes * / Maybe / No /
Yes / Maybe / No * /
Yes * / Maybe / No /
Yes / Maybe / No * /
TOTAL

ANALYSIS

High scorers believe there is no justification for war. They would prefer a policy of non-violence whatever the outcome might be. Indeed, they may think Ghandi like policy would ultimately be more effective. Being gentle, passive, humane and empathetic, they are repulsed by violence. Generally speaking, women tend to be more passive than men.

Low scorers favour the maintenance of military strength and a more aggressive policy towards potential enemies, or anyone who they consider needs teaching a lesson. They tend to believe that aggression is inherent in human nature, that all persons have the right to carry arms when necessary and that the willingness to apply force is a reflection of self-protection, courage.

The approximate statistical norm for this trait = 10 / 11 points.

Yes*/No* = 1 point Maybe = ½ point Yes/No = 0 points

