1	At a party do you	10		Are you more interested in
a	interact with many, including strangers		а	what is actual
b	interact with a few, known to you		b	what is possible
2	Are you more	11		In judging others are you more swayed by
a	realistic than speculative		а	laws than circumstances
b	speculative than realistic		b	circumstances than laws
3	Is it worse to	12		In approaching others is your inclination to be somewhat
a	have your "head in the clouds"		a	objective
b	☐ be "in a rut"		b	personal
4	Are you more impressed by	13		Are you more
a	principles		а	punctual
b	emotions		b	leisurely
5	Are you more drawn toward the	14		Does it bother you more having things
a	convincing		a	incomplete
b	□ touching		b	completed
6	Do you prefer to work	15		In your social groups do you
a	to deadlines		a	keep abreast of other's happenings
b	just "whenever"		b	get behind on the news
7	Do you tend to choose	16		In doing ordinary things are you more likely to
a	rather carefully		a	do it the usual way
b	somewhat impulsively		b	do it your own way
8	At parties do you	17		Writers should
a	stay late, with increasing energy		а	"say what they mean and mean what they say"
b	leave early, with decreased energy		b	express things more by use of analogy
0	A	40		Wile in the second of the second of
9	Are you more attracted to	18	_	Which appeals to you more
a	sensible people		a	consistency of thought
b	imaginative people		b	harmonious human relations

19	Are you more comfortable in making	28			Do you feel better about				
а	logical judgments		а		having purchased				
b	value judgments		b		having the option to buy				
20	Do you want things	29			In company do you				
а	settled and decided		а		initiate conversation				
b	unsettled and undecided		b		wait to be approached				
21	Would you say you are more	30			Common sense is				
a	serious and determined	30	a		rarely questionable				
b	easy going		b		frequently questionable				
D			D	Ш	requertity questionable				
22	In phoning do you	31			Children often do not				
а	rarely question that it will all be said		a		make themselves useful enough				
b	rehearse what you will say		b		exercise their fantasy enough				
23	Facts	32			In making decisions do you feel more comfortable with				
а	speak for themselves"		а		standards				
b	illustrate principles		b		feelings				
24	Are visionaries	33			Are you more				
a	somewhat annoying		a		firm than gentle				
b	rather fascinating		b		gentle than firm				
25	Are you more often	34			Which is more admirable:				
a	a cool-headed person	•	а		the ability to organize and be methodical				
b	a warm-hearted person		b		the ability to adapt and make do				
~	a marini fleartea person				the dame, to daupt and make do				
26	Is it worse to be	35			Do you put more values on the				
а	unjust		а		definite				
b	merciless		b		open minded				
27	Should one usually let events occur	36			Does new and non-routine interaction with others				
а	by careful selection and choice		a		stimulate and energize you				
b	randomly and by chance		b	i deleterade	tax your reserves				
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37		Þ	Are you more frequently	46			Which is more of a compliment:
	a		a practical sort of person		a		"There is a very logical person."
	b		a fanciful sort of person		b		"There is a very sentimental person."
38		_ /	Are you more likely to	47		_	Do you value in yourself more that you are
	a		see how others are useful		a		unwavering
	b		see how others see		b		devoted
39		١	Which is more satisfying:	48			Do you more often prefer the
	а		to discuss an issue thoroughly		а		final and unalterable statement
	b		to arrive at agreement on an issue		b		tentative and preliminary statement
					~	Ш	,
40		١	Which rules you more:	49			Are you more comfortable
	a		your head		a		after a decision
	b		your heart		b		before a decision
41		L	Are you m ore comfortable with work that is	50			Do you
	a	\Box	contracted		а		speak easily and at length with strangers
	b		done on a casual basis		b		find little to say to strangers
	D	Ш	done on a casaar basis		J	Ш	inia nece to say to strangers
42			Do you tend to look for	51			Are you more likely to trust your
	a		the orderly		a		experience
	b		whatever turns up		b		hunch
43			Do you profer	52			Do you feel
	_		Oo you prefer		_		•
	a		many friends with brief contact		a		more practical than ingenious
	b		a few friends with more lengthy contact		b		more ingenious than practical
44		[Do you go more by	53			Which person is more to be complimented: one of
	a		facts		а		clear reason
	b		principles		b		strong feeling
45		,	Are you more interested in	E 1			Are you inclined more to be
45	_	_ /	Are you more interested in	54	_		Are you inclined more to be
	a		production and distribution		a		fair minded
	b		design and research		b		sympathetic

55		Is it preferable mostly to	64		Are you more inclined to be
	а	make sure things are arranged		а	easy to approach
	b	just let things happen		b	somewhat reserved
56		In relationships should most things be	65		In writings do you prefer
	а	renegotiable		а	the more literal
	b	random and circumstantial		b	the more figurative
57		When the phone rings do you	66		Is it harder for you to
	a	hasten to get to it first		a	identify with others
	b	hope someone else will answer		b	utilize others
58		Do you prize more in yourself	67		Which do you wish more for yourself:
	а	a strong sense of reality		а	clarity of reason
	b	a vivid imagination		b	strength of compassion
59		Are you drawn more to	68		Which is the greater fault:
	а	fundamentals		а	being indiscriminate
	b	overtones		b	being critical
60		Which seems the greater error:	69		Do you prefer the
	а	to be too passionate		а	planned event
	b	to be too objective		b	unplanned event
61		Do you see yourself as basically	70		Do you tend to be more
	а	hard headed		а	deliberate than spontaneous
	b	soft hearted		b	spontaneous than deliberate
62		Which situation appeals to you more:			
	а	the structured and scheduled			
	b	the unstructured and unscheduled			
63		Are you a person that is more			
	а	routinized than whimsical			
	b	whimsical than routinized			