

Compassionate People ... *Helping the Good get Better* Name \_\_\_\_\_

Exceptionally compassionate people are primarily interested in the problems and concerns of other people, and other living things, particularly if they are young or helpless. They are extremely concerned with helping other people avoid negative emotion. They minimize conflict wherever possible. They constantly make time and do kind things for others, even when doing so interferes with fulfilling their own needs and interests. They have a remarkably soft side. Other people consider them sympathetic and nice, and will turn to them remarkably often for a listening ear. They are extremely empathetic and caring. However, because they are so other-oriented, they find it remarkably difficult to negotiate on their own behalf, and may not get what they deserve (for their hard work, for example). This can lead to intense resentment

Much less compassionate people are not primarily oriented towards the problems of other people or other living things. They are less swayed by cuteness. They are willing to make other people experience negative emotion by engaging in conflict and competition. They like to win and will engage in confrontation to do so. They are substantially less concerned about helping other people. They make sure their own needs and interests are attended to and are less willing to sacrifice for the sake of other people. This can make them harsh and unsympathetic. People might turn to them for the cold, hard truth, but not for a soft, patient, eternally-listening ear. They are less empathetic and caring. However, because they are not primarily other-oriented, they can often negotiate very effectively on their behalf and are likely to get at least what they deserve (for their hard work, for example). In consequence, they are unlikely to harbor feelings of resentment or hidden anger.

**Out of 100 People I would rate my compassion level at \_\_\_\_\_**

**1. Seldom feel blue**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**2. Am not interested in other people's problems**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**3. Carry out my plans**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**4. Make friends easily**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**5. Am quick to understand things**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**6. Get angry easily**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**7. Respect authority**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**8. Leave my belongings around**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**9. Take charge**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**10. Enjoy the beauty of nature**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

# Polite People ... *Helping the Good get Better* Name \_\_\_\_\_

Highly polite people tend to be deferential to authority, and are generally obedient. They are respectful and hate to appear (or to be) pushy. They are uncomfortable challenging other people. Highly polite people will try diligently to avoid conflict and have a more desire than average to steer clear of confrontations or fights.

People who are moderately low in politeness are not particularly deferential to authority – nor are they markedly obedient. They can be respectful, but only to people who clearly deserve it, and they are willing to push back when challenged. They are not particularly uncomfortable confronting other people.

Out of 100 People I would rate my Politeness level at \_\_\_\_\_

## 11. Am filled with doubts about things

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

## 12. Feel others' emotions

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

## 13. Waste my time

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

## 14. Am hard to get to know

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

## 15. Have difficulty understanding abstract ideas

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

## 16. Rarely get irritated

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

## 17. Believe that I am better than others

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

## 18. Like order

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

## 19. Have a strong personality

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

## 20. Believe in the importance of art

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

# Industrious People ... *Helping the Good get Better* Name \_\_\_\_\_

Highly industrious people are likely to be successful in school and administrative and managerial positions. They value work highly and typically want to be doing something useful. They are dutiful

and tend not to put things off. They do not often mess things up. They always finish what they start, and they do it on schedule. They are frequently figuring out how to accomplish more in less time, with fewer resources. They have focus.

You are less industrious than 67 of 100 people ... People who are lower in industriousness are less likely to be successful. If they are highly intelligent, they are likely to be regarded as underachievers. They don't focus on work as much as others and are more likely to procrastinate, miss deadlines, or fail to complete assignments or projects completely. They tend to put off responsibilities, concentrating more on fun, worry, relationships, excitement or creative endeavor. They aren't particularly concerned with schedules, timelines or efficiency, and may have to be supervised excessively before their tasks will be completed. They lack focus and are easily distracted.

**Out of 100 People I would rate my Industrious level at \_\_\_\_\_**

**21. Feel comfortable with myself**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**22. Inquire about others' well-being**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**23. Find it difficult to get down to work**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**24. Keep others at a distance**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**25. Can handle a lot of information**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**26. Get upset easily**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**27. Hate to seem pushy**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**28. Keep things tidy**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**29. Lack the talent for influencing people**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**30. Love to reflect on things**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

People moderately low in orderliness are neither disturbed nor disgusted by mess and chaos. They tend not to notice such things. They see the world in shades of grey, rather than black and white, and are non-judgmental in their attitudes toward themselves and others. They rarely use schedules, list, or routines and, even if they plan, tend not to implement those plans, preferring to take things as they come, and let chance determine the outcome. They are not oriented toward detail and take neither rules nor procedures too seriously.

People who are exceptionally low in orderliness cannot tolerate or establish any routine or predictability whatsoever. Their schedules are remarkably loose, their time completely unscheduled, and disruption doesn't bother them in the least. They require continual and constant reminder and supervision to maintain any attention and focus whatsoever and are continually distracted and off task. They can, however, tolerate the mess, disruption and intervening periods of chaos that may accompany creative endeavor.

**Out of 100 People I would rate my Orderliness level at \_\_\_\_\_**

**31. Feel threatened easily**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**32. Can't be bothered with other's needs.**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**33. Mess things up**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**34. Reveal little about myself**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**35. Like to solve complex problems**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**36. Keep my emotions under control**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**37. Take advantage of others**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**38. Follow a schedule**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**39. Know how to captivate people**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**40. Get deeply immersed in music**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**Enthusiasm People ... *Helping the Good get Better* Name \_\_\_\_\_**

Individuals moderately high in enthusiasm are somewhat excitable, happy and easier to get to know. They will talk more about everything (particularly other people) than the typical person. They laugh or giggle more than average. They would rather spend time around other people than alone, and they tend to like parties. They don't generally keep people at a distance, and are not too concerned with keeping things private. They are

comparatively positive and optimistic. They warm up quickly to other people. They like stimulation, excitement, activity and fun. Enthusiastic people are gregarious, encouraging and people-loving, and tend to be quite positive about what might happen next.

Individuals who are moderately low in enthusiasm tends only to be about things in which they find particular interest. They do not easily open up to people, particularly in larger social gatherings or parties. They laugh more rarely than others. They tend to prefer solitude, although they can enjoy themselves around other people, in moderation. They are more private people, and are not particularly positive or optimistic. They do not crave the spotlight and, if creative, may find performing less desirable. They rarely seek out stimulation, excitement, activity or fun (and, if they do so, prefer quieter activities). People moderately low in enthusiasm are not gregarious or people-loving, and are not particularly positive about what might happen next.

**Out of 100 People I would rate my Enthusiasm level at \_\_\_\_\_**

**41. Rarely feel depressed**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**42. Sympathize with others' feelings**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**43. Finish what I start**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**44. Warm up quickly to others**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**45. Avoid philosophical discussions**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**46. Change my mood a lot**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**47. Avoid imposing my will on others**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**48. Am not bothered by messy people**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**49. Wait for others to lead the way**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**50. Do not like poetry**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**Assertive People ... *Helping the Good get Better* Name \_\_\_\_\_**

Exceptionally assertive people are "take charge" types. They put their own opinions forward extremely strongly, and constantly dominate and control social situations. Exceptionally assertive people can be extremely influential and captivating. They have the communication style that is often associated with leadership. This is good when they are knowledgeable, competent and able, but not so good when they aren't. Assertive people

are people of action. They don't wait for others to lead the way, but leap in, heedlessly. They can be impulsive, in consequence, and can act without thinking.

People low in assertiveness do not put their own opinions forward rarely and with reservation, and do not typically attempt to dominate and control social situations. Such people tend not to be or captivating in social groups. They manifest much less of the communication style that is often associated with leadership. This can be a handicap when they are knowledgeable, competent and able, but causes less trouble when they aren't. Those low in assertiveness are much less likely to be people of spontaneous action. They don't leap in heedlessly and, in consequence, tend to allow others to lead the way. They are much less impulsive, in consequence, and hardly ever act without thinking.

**Out of 100 People I would rate my Assertive level at \_\_\_\_\_**

**51. Worry about things**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

**52. Am indifferent to the feelings of others**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

**53. Don't put my mind on the task at hand**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

**54. Rarely get caught up in the excitement**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

**55. Avoid difficult reading material**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

**56. Rarely lose my composure**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

**57. Rarely put people under pressure**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

**58. Want everything to be "just right."**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

**59. See myself as a good leader**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

**60. Seldom notice the emotional aspects of paintings and pictures**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

**Withdrawal People ... *Helping the Good get Better* Name \_\_\_\_\_**

Individuals moderately low in withdrawal tend not to suffer from nor be impeded by anticipatory anxiety. They can handle new, uncertain, unexpected, threatening or complex situations quite well. They are not more likely to avoid or withdraw in the face of the unknown and unexpected.

People with exceptionally low levels of withdrawal feel sad, lonesome, disappointed and grief-stricken very infrequently – and, if they do, feel those emotions briefly and to a much lesser degree. Their lives tend to be markedly free of doubt, worry, embarrassment, self-consciousness, and discouragement, even in the face of genuine threat and punishment. They are resistant to and rarely worried about social rejection, and almost never feel hurt or threatened. Even when actually hurt, frightened, or anxious, they recover strikingly easily and remarkably quickly. People with very low levels of withdrawal are simply not worriers. Technically, withdrawal has been associated with activity in the brain systems that regulate passive avoidance.

**Out of 100 People I would rate my Withdraw level as a \_\_\_\_\_**

**61. Am easily discouraged**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**62. Take no time for others**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**63. Get things done quickly**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**64. Am not a very enthusiastic person**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**65. Have a rich vocabulary**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**66. Am a person whose moods go up and down easily**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**67. Insult people**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**68. Am not bothered by disorder**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**69. Can talk others into doing things**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**70. Need a creative outlet**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**Volatility People ... *Helping the Good get Better* Name \_\_\_\_\_**

Individuals moderately high in volatility tend to vary somewhat in their mood. They can be more irritable than the typical person, feeling disappointment, frustration, pain and social isolation somewhat more easily. They are somewhat more likely to act out or verbally express their frustration, disappointment and irritability. When stirred up and upset or angry or irritated, they can take longer to calm down. They are more argumentative than average and can lose their composure. They can sometimes be provocative in a dispute (particularly if also low in agreeableness). Perhaps people moderately high in volatility tend to get upset if something bad does happen, while people moderately high in withdrawal (the other

aspect of neuroticism) tend to be concerned that something bad might happen. Technically, volatility has been associated with activity in the brain systems that regulate fight, flight or freeze.

Individuals low in volatility are stable and predictable in their moods. They are not irritable, and feel much less disappointment, frustration, pain and loneliness. People find them easy to get along with and can often relax around them. They rarely express their frustration, disappointment and irritability and appear reasonable when they do so. Even on the rare occasions they become stirred up, upset, angry or irritated, they calm down quickly. They are much less argumentative than average and rarely lose their composure.

If thoroughly provoked in a dispute, a person of low volatility may react in kind (particularly if also low in agreeableness). However, such people remain calm and unperturbed, even when stressed. Volatile people tend to get upset if something bad does happen, while people high in withdrawal (the other aspect of neuroticism) tend to be concerned that something bad might happen. Technically, volatility has been associated with activity in the brain systems that regulate fight, flight or freeze.

**Out of 100 People I would rate my Volatile level as a \_\_\_\_\_**

**71. Am not embarrassed easily**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**72. Take an interest in other people's lives**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**73. Always know what I am doing**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**74. Show my feelings when I'm happy**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**75. Think quickly**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**76. Am not easily annoyed**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**77. Seek conflict**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**78. Dislike routine**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**79. Hold back my opinions**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**80. Seldom get lost in thought**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**Intellect People ... *Helping the Good get Better* Name \_\_\_\_\_**

Do not confuse the personality aspect of Intellect with IQ. Intellect is a measure of interest in abstract ideas, essentially, while IQ is a measure of processing speed, verbal ability, working memory, and problem solving capacity, and is better measured with a formal IQ test. It is perfectly possible to have a high IQ and a low score on the personality trait of Intellect (or the reverse).

People exceptionally high in intellect are obsessed by engaging with ideas and abstract concepts. They require exposure to novel information, particularly when it is complex and sophisticated. They are extremely curious and exploratory, and actively need to find, tackle and solve challenging problems. They will constantly seek out and initiate issue-oriented discussions, and tend to compulsively read, think about and discuss idea-centered books (generally non-fiction). They are

notably articulate, and can formulate ideas very clearly and exceptionally. They have a much broader and wider vocabulary, and continually require themselves to learn new things. People exceptionally high in intellect will continually find and generate novel, creative concepts and voluntarily search for and adapt exceptionally well to new experience and situations.

People moderately low in intellect are less likely to have an interest in ideas and abstract concepts. They tend not to appreciate learning about philosophical ideas. They don't want to be overloaded with information, particularly if it is complex. They are less intellectually curious, and will rarely voluntarily tackle and solve complex abstract problems. They are less likely to engage in issue-oriented discussions, or to enjoy idea-centered books. They can be somewhat less articulate and may have some difficulty formulating and communicating their ideas. People moderately low in intellect may have a vocabulary of somewhat less than normal breadth and depth, and like to stick with the tried-and-true, rather than learning new ideas and skills. They will be less likely to seek out or generate novel, creative concepts or finding and adapting to new experiences and situations.

**Out of 100 People I would rate my Intellect level as a \_\_\_\_\_**

**81. Become overwhelmed by events**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**82. Don't have a soft side**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**83. Postpone decisions**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**84. Have a lot of fun**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**85. Learn things slowly**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**86. Get easily agitated**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**87. Love a good fight**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**88. See that rules are observed**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**89. Am the first to act**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**90. Seldom daydream**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
 X X X X X

**Openness People ... *Helping the Good get Better* Name \_\_\_\_\_**

Highly open, creative people can be impractical and flighty, however (particularly if low in conscientiousness). It can be extremely difficult to transform creativity into money, or into a career. High levels of openness are, furthermore, necessary for entrepreneurial success, and often prove useful at the top of hierarchies.

People of very low openness tend to be uncommonly stable and conventional. At least moderate levels of openness tend to be necessary for entrepreneurial success, and prove comparatively useful at the top of hierarchies, even in very conservative occupations such as banking, accounting and law, which need creative people in leadership positions to provide new vision and direction.

Out of 100 People I would rate my Openness level as a \_\_\_\_\_

**91. Am afraid of many things**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

**92. Like to do things for others**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

**93. Am easily distracted**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

**94. Laugh a lot**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

**95. Formulate ideas clearly**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

**96. Can be stirred up easily**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

**97. Am out for my own personal gain**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

**98. Want every detail taken care of**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

**99. Do not have an assertive personality**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X

**100. See beauty in things that others might not notice.**

Strongly Disagree ... Seldom True ... 50% of the time ... Usually True ... Strongly Agree  
X X X X X