

## FINDING YOUR PERSONALITY TYPE: *The Personality Type Test*

This test comprises a series of statements. Read each statement and circle the answer that best applies to you:

SD (Strongly Disagree), D (Disagree), A (Agree), or SA (Strongly Agree).  
(Scoring instructions are at the end.)

### SCALE 1

1. I find unpredictable situations exhilarating.

SD    D    A    SA

2. I do things on the spur of the moment.

SD    D    A    SA

3. I get bored when I have to do the same familiar things.

SD    D    A    SA

4. I have a very wide range of interests.

SD    D    A    SA

5. I am more optimistic than most people.

SD    D    A    SA

6. I am more creative than most people.

SD    D    A    SA

7. I am always looking for new experiences.

SD    D    A    SA

8. I am always doing new things.

SD    D    A    SA

9. I am more enthusiastic than most people.

SD    D    A    SA

10. I am willing to take risks to do what I want to do.

SD    D    A    SA

11. I get restless if I have to stay home for any length of time.

SD    D    A    SA

12. My friends would say I am very curious.

SD    D    A    SA

13. I have more energy than most people.

SD    D    A    SA

14. On my time off, I like to be free to do whatever looks fun.

SD    D    A    SA

TOTAL \_\_\_\_\_

#### SCALE 2

1. I think consistent routines keep life orderly and relaxing.

SD    D    A    SA

2. I consider (and reconsider) every option thoroughly before making a plan.

SD    D    A    SA

3. People should behave according to established standards of proper conduct.

SD D A SA

4. I enjoy planning way ahead.

SD D A SA

5. In general, I think it is important to follow rules.

SD D A SA

6. Taking care of my possessions is a high priority for me.

SD D A SA

7. My friends and family would say I have traditional values.

SD D A SA

8. I tend to be meticulous in my duties.

SD D A SA

9. I tend to be cautious, but not fearful.

SD D A SA

10. People should behave in ways that are morally correct.

SD D A SA

11. It is important to respect authority.

SD D A SA

12. I would rather have loyal friends than interesting friends.

SD D A SA

13. Long established customs need to be respected and preserved.

SD D A SA

14. I like to work in a straightforward path toward completing the task.

SD D A SA

TOTAL \_\_\_\_\_

## SCALE 3

1. I understand complex machines easily.  
SD   D   A   SA
2. I enjoy competitive conversations.  
SD   D   A   SA
3. I am intrigued by rules and patterns that govern systems.  
SD   D   A   SA
4. I am more analytical and logical than most people.  
SD   D   A   SA
5. I pursue intellectual topics thoroughly and regularly.  
SD   D   A   SA
6. I am able to solve problems without letting emotion get in the way.  
SD   D   A   SA
7. I like to figure out how things work.  
SD   D   A   SA
8. I am tough-minded.  
SD   D   A   SA
9. Debating is a good way to match my wits with others.  
SD   D   A   SA
10. I have no trouble making a choice, even when several alternatives seem equally good at first.  
SD   D   A   SA
11. When I buy a new machine (like a camera, computer or car), I want to know all of its technical features.  
SD   D   A   SA
12. I like to avoid the nuances and say exactly what I mean.  
SD   D   A   SA

13. I think it is important to be direct.

SD    D    A    SA

14. When making a decision, I like to stick to the facts rather than be swayed by people's feelings.

SD    D    A    SA

TOTAL \_\_\_\_\_

#### SCALE 4

1. I like to get to know my friends' deepest needs and feelings.

SD    D    A    SA

2. I highly value deep emotional intimacy in my relationships.

SD    D    A    SA

3. Regardless of what is logical, I generally listen to my heart when making important decisions.

SD    D    A    SA

4. I frequently catch myself daydreaming.

SD    D    A    SA

5. I can change my mind easily.

SD    D    A    SA

6. After watching an emotional film, I often still feel moved by it several hours later.

SD    D    A    SA

7. I vividly imagine both wonderful and horrible things happening to me.

SD    D    A    SA

8. I am very sensitive to people's feelings and needs.

SD    D    A    SA

9. I often find myself getting lost in my thoughts during the day.

SD    D    A    SA

10. I feel emotions more deeply than most people.

SD    D    A    SA

11. I have a vivid imagination.

SD    D    A    SA

12. When I wake up from a vivid dream, it takes me a few seconds to return to reality.

SD    D    A    SA

13. When reading, I enjoy it when the writer takes a sidetrack to say something beautiful or meaningful.

SD    D    A    SA

14. I am very empathetic.

SD    D    A    SA

TOTAL \_\_\_\_\_

## Scoring

To score the test, give yourself 0 points for each *SD* answer, 1 point for each *D*, 2 points for each *A* and 3 points for each *SA*. Then add up the number of points in each of the four scales; but *do not* add all the points of all scales together.

Scale 1 measures the degree to which you are an Explorer. Scale 2 measures the degree to which you are a Builder. Scale 3 measures the degree to which you are a Director. Scale 4 measures the degree to which you are a Negotiator. The scales with the two top scores are your primary and secondary personality types. For example, if you have 32 points on Scale 1, 20 points on Scale 2, 27 points on Scale 3 and 19 points in Scale 4, you are an EXPLORER/Director.

APPENDIX:  
THE MATE CHOICE STUDY  
*Who We Choose*

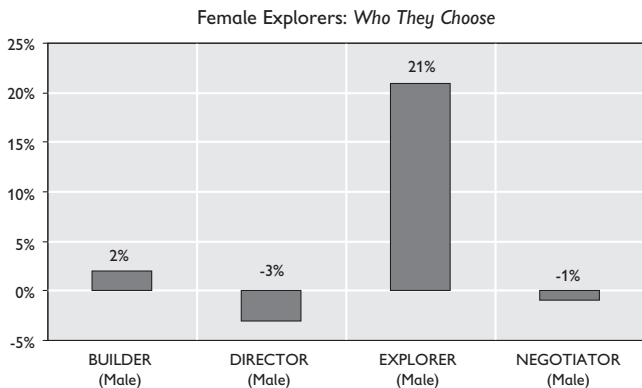
This book is based on academic studies of romantic attraction, attachment and personality, and on several anonymous studies involving substantial sample sizes. My Personality Type Study analyzed the responses of 39,913 members to the personality questionnaire found in chapter 2. I discuss most of these results in the book. But I have not included the supporting statistical data in an appendix. I also studied several other attitudes, phenomena and traits by personality type, including income level; level of education; occupation; birth order; types of friends; interests; word usage; political views; religious persuasions; how each type doodles; where each type prefers to live; hand digit length; and beliefs about sex, love and commitment. Although all of these findings are also discussed in the book, I did not include these supporting charts and tables either. All, however, will be available in forthcoming academic articles.

The charts on the following pages show the results of the Mate Choice Study, based on a sample of 28,128 anonymous participants; specifically, the study identifies the choices made by these individuals when they decided whom to meet for a first date. Of this sample, 17,776 responses were men choosing women and 10,352 responses were women choosing men. Further, 12.2 percent of men in this study were Explorers while 14.5 percent of women were Explorers; 35.4 percent of men were Builders while 37.6 percent of women were Builders; 30.0 percent of men were Directors while 23.4 percent of women were Directors; 22.3 percent of men were Negotiators while 24.5 percent of women were Negotiators. Significantly more men were Directors and more women were Negotiators—a pattern that occurs in every study I made of these four personality types. Each chart tells a different story about human mate choice.



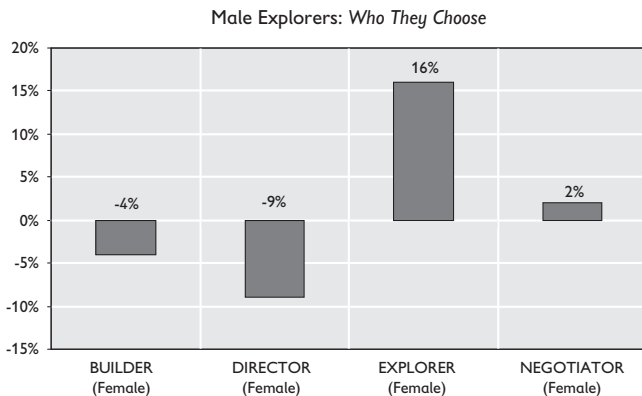
### FEMALE EXPLORERS: Who They Choose.

Female Explorers are dramatically drawn to male Explorers (21 percent more than expected by chance). They show no statistically significant likes or dislikes for any other personality type. This may be because Explorers are flexible, optimistic and willing to try just about anything once.



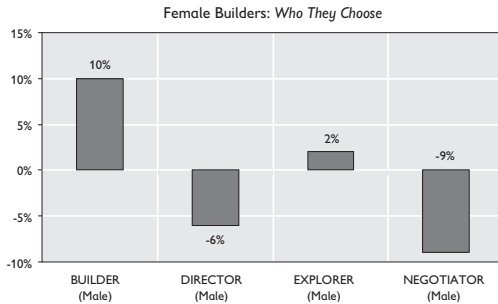
### MALE EXPLORERS: Who They Choose.

Male Explorers are particularly drawn to female Explorers (16 percent more than expected by chance). They show no statistically significant attraction to or dislike for any other personality type. Again, this may be because Explorers are curious and novelty-seeking.



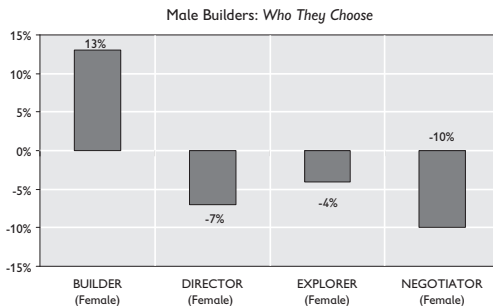
### FEMALE BUILDERS: Who They Choose.

Female Builders are particularly drawn to male Builders (10 percent more than expected by chance). They show no statistically significant attraction to or dislike for Explorers. But they avoid male Directors, perhaps because Builders tend to be reverential and community-oriented while Directors are irreverent and independent. Female Builders also avoid male Negotiators. This may be because Builders are literal, rule-oriented and pragmatic while Negotiators are metaphorical, flexible and idealistic.



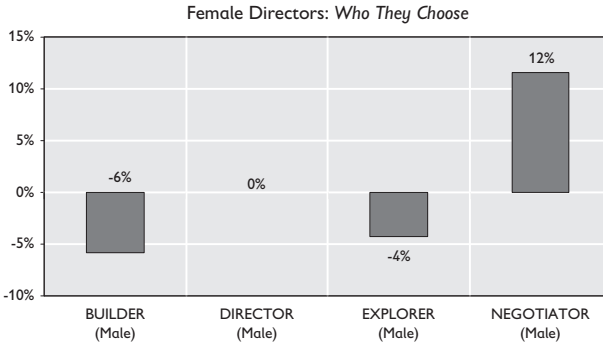
### MALE BUILDERS: Who They Choose.

Male Builders are particularly drawn to female Builders (13 percent more than expected by chance). They show no statistically significant attraction to or dislike for Explorers. But they avoid female Directors, perhaps because Builders are social and socially skilled while Directors are autonomous and forthright. They also avoid female Negotiators, perhaps because Builders are factual, respectful of authority and traditional while Negotiators are theoretical, dismissive of authority and unconventional.



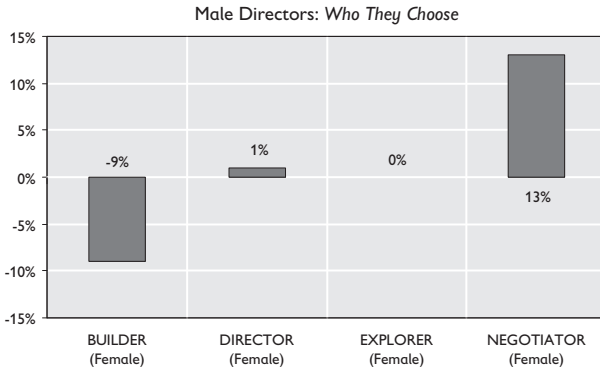
### FEMALE DIRECTORS: Who They Choose.

Female Directors have a considerable attraction to male Negotiators (12 percent more than expected by chance). They show no statistically significant preference or dislike for any other type. Perhaps they are equally willing to meet any of these types because they are tough-minded and easily walk away from unsatisfactory introductions.



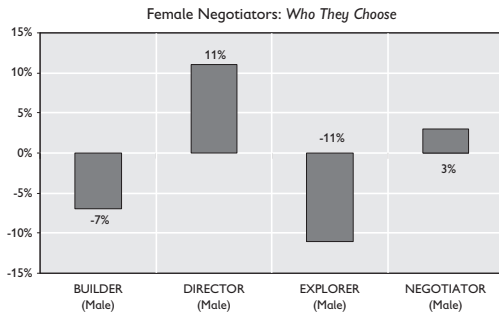
### MALE DIRECTORS: Who They Choose.

Male Directors have a significant attraction to female Negotiators (13 percent more than expected by chance). They show no statistically significant attraction to or dislike for female Directors or Explorers. But they avoid female Builders, perhaps because Directors are unconventional and bold while Builders are traditional and cautious.



## FEMALE NEGOTIATORS: Who They Choose.

Female Negotiators are particularly attracted to male Directors (11 percent more than expected by chance). They show no statistically significant attraction to or dislike for male Negotiators. But they avoid male Builders, perhaps because they are intuitive, flexible and theoretical while Builders are literal, rule-following and factual. Female Negotiators also appear to avoid male Explorers. But there are not enough Negotiator/Explorer pairs in this sample to establish this as a dependable effect. If further research shows this to be a dependable effect, it may be because male Explorers remind female Negotiators of the “bad” boys they knew in high school and college.



## MALE NEGOTIATORS: Who They Choose.

Male Negotiators are particularly attracted to female Directors (15 percent more than expected by chance). Male Negotiators show no statistically significant attraction to or dislike for female Negotiators or Explorers, but they avoid female Builders. Perhaps this is because male Negotiators are theoretical, unconventional and dislike schedules and routines while female Builders are factual, traditional and believe that schedules and routines keep life orderly and relaxing.

