

APPENDIX - II

M B T I

Tom Anastasi

Directions : Read each of these items and circle answer A or B, depending on which response fits you best. There are no right, wrong, or better answer. We are only concerned with your true and sincere responses.

1. If someone asks you a question, you usually :
A) reflect for a few moments, then respond.
B) respond quickly.
2. You are most convinced by :
A) a presentation with a lot of facts.
B) a presentation with a strong overview.
3. If you make a decision, you are usually swayed by :
A) how you are sure it will turn out.
B) how you hope it will turn out.
4. You tend to like days that are :
A) tightly scheduled
B) spontaneous
5. You like :
A) short meetings
B) long meetings
6. When learning a new concept, a lot of details first :
A) are essential to understanding
B) are overwhelming
7. If your are buying something for someone else, you are concerned :
A) that you are buying the right thing.
B) that they will like it.
8. When you make a significant decision, you usually :
A) allot yourself time to make it.
B) take as much time as you need.
9. You would rather go out with a few friends :
A) to a quite restaurant.
B) to a crowded party.
10. When describing something, you usually :
A) describe it literally.
B) describe it conceptually.

11. You like dealing with people who are :
A) nice.
B) predictable.
12. When you make major purchases, they are usually :
A) planned
B) unplanned.
13. When someone want you to get back to them with information, you prefer :
A) writing them a proposal and sendint it to them.
B) meeting with them and talking about it.
14. If someone gave you a proposal on inexpensive paper, you would :
A) view that negatively
B) probably not notice it or be bothered by it.
15. When you buy something, you are more concerned with :
A) its cost
B) now much people will like it.
16. If you made a bad decision, you would feel :
A) it was the bad decision at the time.
B) like you were rushed.
17. You prefer being with people who are :
A) quiet
B) talk a lot.
18. You tend to :
A) notice little things
B) not notice little things.
19. When you think about several people with much in common, you tend to think of them :
A) as a group
B) as individual.
20. If you are given deadline for making decision, and there's not enough time, you would :
A) make it anyway, with the data you've got.
B) allow the deadline to slip until you have all the data.
21. You would rather have :
A) a desk in an open area
B) a desk off itself.

22. You like buying things that are :
A) the latest and greatest
B) tried and true.
23. If you are in a negotiation and two people are arguing, you :
A) feel uncomfortable that there is disharmony
B) assume that interpersonal conflict is unavoidable.
24. You've just made a bid decision. You are most likely :
A) worried it wasn't the right thing to buy.
B) relieved the decision is over.
25. You find your most tiring days to be :
A) days when you meet new people.
B) days when you are alone.
26. You think untried, new ideas are :
A) interesting and useful.
B) sometimes interesting, but often unworkable.
27. If your company has a layoff that you know is going to be financially difficult for some employees, you would :
A) feel bad for those being laid off
B) assume that layoffs are unfortunate, but inevitable.
28. If you overloaded your appointment schedule one day, you would :
A) try to reschedule some of the appointments.
B) try to keep all the appointments, even if it was difficult.
29. If there is a long period of silence during conversation, it is your inclination to :
A) fill it in
B) use it to think.
30. When you make a decision, you most want to know :
A) how it fits into future plans.
B) how it benefits you immediately.
31. If someone complains about your boss, you would :
A) take it personally
B) not take personally.
32. You think it's important to have a
A) general sense of time
B) concrete sense of time.

33. You prefer :
A) introducing yourself to someone
B) having someone introduce you.
34. You are swayed more by now :
A) concepts relate to facts
B) facts relate to concepts.
35. After trying with no luck to make disgruntled people happy, you would :
A) keep trying until you are successful
B) give up.
36. You are usually :
A) late
B) on time.
37. If a phone call has to be made, you would prefer :
A) having someone else make it
B) making it yourself.
38. When faced with a new problem no predetermined rules and regulations, you would :
A) work within the rules established for other company programs, using accepted company procedures
B) think of as many solutions to the problem as possible, despite the established rules.
39. Your best buying decisions were made :
A) rationally and precisely
B) emotionally
40. When you buy something with several options :
A) you decide when you are comfortable that you have enough information.
B) you set up deadline for making final decision, and then work to get all the information by that deadline.
41. You leave a room after a spirited discussion, you are more likely to think :
A) why didn't I say something ?
B) why did I say that ?
42. You prefer to think of yourself as a :
A) pragmatist
B) dreamer.
43. You tend to be person who makes decision that are :
A) consistent
B) based on extenuating circumstances.

44. If you came to a fork in the woods, you would take :
- A) the road less travelled
 - B) the road more travelled.