

1.	I have strong beliefs about what is right and wrong, good and bad.	
2.	I often act without considering the possible consequences,	
3.	I tend to solve problems using a step-by-step approach	
4.	I believe that formal procedures and policies restrict people.	
5.	I have a reputation for saying what I think, simply and directly.	
6.	I often find that actions based on feelings are as sound as those based on careful thought and analysis.	
7.	I like the sort of work where I have time for thorough preparation and implementation.	
8.	I regularly question people about their basic assumptions.	
9.	What matters most is whether something works in practice.	
10.	I actively seek out new experiences.	
11.	When I hear about a new idea or approach I immediately start working out how to apply it in practice.	
12.	I am keen on self-discipline such as watching my diet, taking regular exercise, sticking to a fixed routine, etc.	
13.	I take pride in doing a thorough job.	
14.	I get on best with logical, analytical people and less well with spontaneous, 'irrational' people.	
15.	I take care over the interpretation of data available to me and avoid jumping to conclusions.	
16.	I like to reach a decision carefully after weighing up many alternatives.	
17.	I'm attracted more to novel, unusual ideas than to practical ones.	
18.	I don't like disorganised things and prefer to fit things into a coherent	
19.	I accept and stick to laid down procedures and policies so long as I regard them as an efficient way of getting the job done.	
20.	I like to relate my actions to a general principle.	
21.	In discussions, I like to get straight to the point.	
22.	I tend to have distant, rather formal relationships with people at work.	
23.	I thrive on the challenge of tackling something new and different.	
24..	I enjoy fun-loving, spontaneous people	
25.	I pay meticulous attention to detail before coming to a conclusion.	
26.	I find it difficult to produce ideas on impulse.	
27.	I believe in coming to the point immediately.	
28.	I am careful not to jump to conclusions too quickly.	
29.	I prefer to have as many sources of information as possible — the more data to think over the better.	
30.	Flippant people who don't take things seriously enough usually irritate me.	
31.	I listen to other people's points of view before putting my own forward.	

32.	I tend to be open about how I'm feeling.	
33.	In discussions I enjoy watching the manoeuvrings of the other participants.	
34.	I prefer to respond to events on a spontaneous, flexible basis rather than plan things out in advance.	
35.	I tend to be attracted to techniques such as network analysis, flow charts, branching programmes, contingency planning, etc.	
37.	I tend to judge people's ideas on their practical merits.	
38.	Quiet, thoughtful people tend to make me feel uneasy.	
39.	I often get irritated by people who want to rush things.	
40.	It is more important to enjoy the present moment than to think about the past or future.	
41.	I think that decisions based on a thorough analysis of all the information are sounder than those based on intuition.	
42.	I tend to be a perfectionist.	
43.	In discussions I usually produce lots of spontaneous ideas.	
44.	In meetings I put forward practical, realistic ideas.	
45.	More often than not, rules are there to be broken.	
46.	I prefer to stand back from a situation and consider all the perspectives.	
47.	I can often see inconsistencies and weaknesses in other people's arguments.	
48.	On balance I talk more than I listen.	
49.	I can often see better, more practical ways to get things done.	
50.	I think written reports should be short and to the point.	
51.	I believe that rational, logical thinking should win the day.	
52.	I tend to discuss specific things with people rather than engaging in social discussion.	
53.	I like people who approach things realistically rather than theoretically.	
54.	In discussions I get impatient with irrelevancies and digressions.	
55.	If I have a report to write I tend to produce lots of drafts before settling on the final version.	
56.	I am keen to try things out to see if they work in practice. 0 57.1 am keen to reach answers via a logical approach.	
58.	I enjoy being the one that talks a lot.	
59.	In discussions I often find I am the realist, keeping people to the point and avoiding wild speculations.	
60.	I like to ponder many alternatives before making up my mind.	
61.	In discussion with people I often find I am the most dispassionate and objective.	
62.	In discussions I'm more likely to adopt a 'low profile' than to take the lead and do most of the talking.	
63.	I like to be able to relate current actions to a longer term bigger	

	picture.	
64.	When things go wrong I am happy to shrug it off and 'put it down to experience'.	
65.	I tend to reject wild, spontaneous ideas as being impractical.	
66.	It's best to think carefully before taking action.	
67.	On balance I do the listening rather than the talking.	
68.	I tend to be tough on people who find it difficult to adopt a logical approach.	
69.	Most times I believe the end justifies the means.	
70.	I don't mind hurting people's feelings so long as the job gets done.	
71.	I find the formality of having specific objectives and plans stifling.	
72.	I'm usually one of the people who puts life into a party	
73.	I do whatever is expedient to get the job done	
74.	I quickly get bored with methodical, detailed work.	
75.	I am keen on exploring the basic assumptions, principles and theories underpinning things and events.	
76.	I'm always interested to find out what people think.	
77.	I like meetings to be run on methodical lines, sticking to a laid down agenda, etc.	
78.	I steer clear of subjective or ambiguous topics.	
79.	I enjoy the drama and excitement of a crisis situation.	
80.	People often find me insensitive to their feelings.	