

WHAT'S YOUR TYPE?

ISTJ "DOING WHAT SHOULD BE DONE"	ISFJ "A HIGH SENSE OF DUTY"	INFJ "AN INSPIRATION TO OTHERS"	INTJ "EVERYTHING HAS ROOM FOR IMPROVEMENT"
ISTP "READY TO TRY ANYTHING ONCE"	ISFP "SEES MUCH BUT SHARES LITTLE"	INFP "PERFORMING NOBLE SERVICE TO AID SOCIETY"	INTP "A LOVE OF PROBLEM-SOLVING"
ESTP "THE ULTIMATE REALISTS"	ESFP "YOU ONLY GO AROUND ONCE IN LIFE"	ENFP "GIVING LIFE AN EXTRA SQUEEZE"	ENTP "ONE EXCITING CHALLENGE AFTER ANOTHER"
ESTJ "LIFE'S ADMINISTRATORS"	ESFJ "HOSTS AND HOSTESSES OF THE WORLD"	ENFJ "SMOOTH TALKING PERSUADERS"	ENTJ "LIFE'S NATURAL LEADERS"

QUESTIONNAIRE

with

**SAMPLE ANSWER SHEET &
SCORING INSTRUCTIONS**

For my clients and those who would benefit from gaining insight and a fuller understanding into and about your personality traits and those elusive influences that steer many of your life choices; that they may further enrich your life, increase more of what works for you and decrease what does not; deepen rapport and your connection with loved-ones and friends; maintain good health and high spirits and reduce stress; and last, but not finally, make your way in the world and enhance creative and business endeavors and service to others.

I have taken the liberty of offering up David Keirsey's temperament sorter with information and references from both Keirsey and Myers-Briggs all of whom have written books and offer questionnaires for elucidating and organizing feedback about your personality and assisting in making life choices.

You have my best wishes for an interesting and informative exercise which is not the end but merely a new beginning. Follow-through and discover your rewards.

Marie Margenau-Spatz, Ph.D.
February 2002

Questionnaire

This section comprises the Keirsey Temperament Sorter Questionnaire. There are seventy (70) questions. Please answer all questions by choosing a response, either a or b, and entering a check ✓ mark on the Answer Sheet that corresponds to the numbered question. You must answer all questions to insure accuracy. After you complete answering the questionnaire, tally your responses and follow the Directions for Scoring. You will find a Sample Answer Sheet as an illustration, as well as an Answer Sheet and Extra Answer sheet. In another section you will find selected information about the 16 basic types which you should refer to after you arrive at the four (4) letter “answer” which refers to your type. You may also find reading Keirsey best-seller, *Please Understand Me (I and II)*, as well as Myers-Briggs’ *Type Talk* useful to understand more fully how you may use this information to your advantage. Good journey.

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

21. **Would you say you are more:**
 a. serious and determined
 b. easy-going
22. **In phoning do you:**
 a. rarely question that it will all be said
 b. rehearse what you'll say
23. **Facts:**
 a. "speak for themselves"
 b. illustrate principles
24. **Are visionaries:**
 a. somewhat annoying
 b. rather fascinating
25. **Are you more often:**
 a. a cool-headed person
 b. a warm-hearted person
26. **Is it worse to be:**
 a. unjust
 b. merciless
27. **Should one usually let events occur:**
 a. by careful selection and choice
 b. randomly and by chance
28. **Do you feel better about:**
 a. having purchased
 b. having the option to buy
29. **In company do you:**
 a. initiate conversation
 b. wait to be approached
30. **Common sense is:**
 a. rarely questionable
 b. frequently questionable
31. **Children often do not:**
 a. make themselves useful enough
 b. exercise their fantasy enough
32. **In making decisions do you feel more comfortable with:**
 a. standards
 b. feelings
33. **Are you more:**
 a. firm than gentle
 b. gentle than firm
34. **Which is more admirable:**
 a. the ability to organize and be methodical
 b. the ability to adapt and make do
35. **Do you put more value on the:**
 a. definite
 b. open-ended
36. **Does new and non-routine interaction with others:**
 a. stimulate and energize you
 b. tax your reserves
37. **Are you more frequently:**
 a. a practical sort of person
 b. a fanciful sort of person
38. **Are you more likely to:**
 a. see how others are useful
 b. see how others see
39. **Which is more satisfying:**
 a. to discuss an issue thoroughly
 b. to arrive at agreement on an issue
40. **Which rules you more:**
 a. your head
 b. your heart
41. **Are you more comfortable with work that is:**
 a. contracted
 b. done on a casual basis
42. **Do you tend to look for:**
 a. the orderly
 b. whatever turns up
43. **Do you prefer:**
 a. many friends with brief contact
 b. a few friends with more lengthy contact
44. **Do you go more by:**
 a. facts
 b. principles
45. **Are you more interested in:**
 a. production and distribution
 b. design and research
46. **Which is more of a compliment:**
 a. "There's a very logical person"
 b. "There's a very sentimental person"
47. **Do you value in yourself more that you are:**
 a. unwavering
 b. devoted
48. **Do you more often prefer the:**
 a. final and unalterable statement
 b. tentative and preliminary statement

49. **Are you more comfortable:**
 a. after a decision
 b. before a decision
50. **Do you**
 a. speak easily and at length with strangers
 b. find little to say to strangers
51. **Are you more likely to trust your:**
 a. experience
 b. hunch
52. **Do you feel:**
 a. more practical than ingenious
 b. more ingenious than practical
53. **Which person is more to be complimented: one of**
 a. clear reason
 b. strong feeling
54. **Are you inclined more to be:**
 a. fair-minded
 b. sympathetic
55. **Is it preferable mostly to:**
 a. make sure things are arranged
 b. just let things happen
56. **In relationship should most things be:**
 a. renegotiable
 b. random and circumstantial
57. **When the phone rings do you:**
 a. hasten to get to it first
 b. hope someone else will answer
58. **Do you prize more in yourself:**
 a. a strong sense of reality
 b. a vivid imagination
59. **Are you drawn more to:**
 a. fundamentals
 b. overtones
60. **Which seems the greater errors:**
 a. to be too passionate
 b. to be too objective
61. **Do you see yourself as basically:**
 a. hard-headed
 b. soft-hearted
62. **Which situation appeals to you more:**
 a. the structured and schedules
 b. the unstructured and unscheduled
63. **Are you a person that is more**
 a. routinized than whimsical
 b. whimsical than routinized
64. **Are you more inclined to be:**
 a. easy to approach
 b. somewhat reserved
65. **In writings do you prefer:**
 a. the more literal
 b. the more figurative
66. **Is it harder for you to:**
 a. identify with others
 b. utilize others
67. **Which do you wish more for yourself:**
 a. clarity of reason
 b. strength of compassion
68. **Which is the greater fault:**
 a. being indiscriminate
 b. being critical
69. **Do you prefer the:**
 a. planned event
 b. unplanned event
70. **Do you tend to be more:**
 a. deliberate than spontaneous
 b. spontaneous than deliberate

NEXT STEP, Scoring your answers:

Congratulations! Now that you have completed answering all seventy (70) questions by filling in the “a / b” columns on the separate Answer Sheet with a ✓ check mark according to your answer choices for each question, begin the next step which is to score your answers by referring to the scoring instructions included with the Answer and Sample Answer Sheets and tally your score (the four letters that correspond to one of sixteen types) to determine what your type is. (See the Answer Sheet Kit for instructions on scoring). The Sample Answer Sheet and Directions for Scoring are duplicated on the other side of this page for your convenience.

Directions for Scoring

1. Add down so that the total number of “a” answers is written in the box at the bottom of each column (see illustration). Do the same for the “b” answers you have checked. Each of the 14 boxes should have a number in it.
2. Transfer the number in box No. 1 of the answer sheet to box No. 1 below the answer sheet. Do this for box No. 2 as well. Note, however, that you have two numbers for boxes 3 through 8. Bring down the first number for each box beneath the second, as indicated by the arrows. Now add all the pairs of numbers and enter the total in the boxes below the answer sheet, so each box has only one number.
3. Now you have four pairs of numbers. Circle the letter below the larger number of each pair (see answer sheet below for illustration). If the two numbers of any pair are equal, then circle neither, but put a large X below them and circle it.

Sample Answer Sheet

	a	b		a	b		a	b		a	b		a	b		a	b		a	b
1	✓		2	✓		3	✓		4		✓	5		✓	6	✓		7		✓
8	✓		9	✓		10	✓		11		✓	12		✓	13	✓		14	✓	
15	✓		16	✓		17	✓		18		✓	19		✓	20	✓		21	✓	
22		✓	23	✓		24	✓		25		✓	26		✓	27	✓		28	✓	
29	✓		30	✓		31		✓	32		✓	33		✓	34	✓		35	✓	
36	✓		37	✓		38	✓		39		✓	40		✓	41	✓		42	✓	
43		✓	44		✓	45	✓		46		✓	47		✓	48	✓		49		✓
50	✓		51	✓		52	✓		53		✓	54	✓		55	✓		56	✓	
57	✓		58	✓		59	✓		60		✓	61		✓	62	✓		63		✓
64	✓		65	✓		66		✓	67		✓	68		✓	69	✓		70	✓	

	1	8	2			2	3	9	1		4	3	8	2			4	5	0	10		6	5	1	9		6	7	10	0		8	7	7	3				
				↓		add	→→→					add	→→→									add	→→→																
	1	8	2			3	17	3			4	5	1	19			6	7	17	3			8	7	17	3													
		E	I				S	N				T	F						J	P																			