

# UNDERSTANDING HUMAN BEHAVIOR

## Test Your Temperament

*The purpose of this test is to help you better understand yourself.*

*Answer YES to the questions which definitely apply to you.*

*Answer NO to the questions which definitely do not apply to you.*

*If you are not sure, answer NS.*

*Answer all questions as you are—not how you wish you were.*

*Be honest with yourself. Your first impression is generally the most reliable.*

### Part A

|   | Yes                      | No                       | NS                       |
|---|--------------------------|--------------------------|--------------------------|
| I seem to enjoy life more than most people. I have lots of fun.                           | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I normally think more about the present than the past.                                    | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I don't worry about the future.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I adjust easily to changes and new surroundings.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am normally a very enthusiastic person.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I get a great deal of enjoyment from being with other people.                             | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am able to win new friends easily.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I get along well with all types of people.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I accept people for what they are.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I would be considered an optimistic person.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Little children are attracted to me. I go out of my way to play with them.                | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am emotionally moved when I see someone sorrowing.                                      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I experience happiness with someone who is very happy.                                    | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I cry easily.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Others would consider me a very open person.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I often start reading books but never finish them.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I need to be in the right mood to get things done.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I sometimes feel that my life lacks unity and direction.                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have an inner craving for new experiences in my life.                                   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have a little bit of knowledge about a lot of things.                                   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have a very difficult time following through on commitments and resolutions.            | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I find it much easier to make decisions than follow through on them.                      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am often late for meetings and appointments.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I often forget promises I have made.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I often neglect or forget obligations.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I normally can find good excuses for my failures.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I would be considered a very emotional person.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have a difficult time being a dependable person.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have a definite tendency to exaggerate things.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have a tendency to talk myself into situations where I have a difficult time producing. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

| Part B  | Yes                      | No                       | NS                       |
|---|--------------------------|--------------------------|--------------------------|
| I am a very sensitive person.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I like to think about big ideas and issues.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have very strong, clear-cut ideas and standards in life.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am a perfectionist. When I do something it's got to be done right.                              | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am very disappointed when people do not measure up to my expectations.                          | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am a disciplined person in many areas of my life.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I spend a lot of time thinking and dreaming about the future.                                     | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have a fairly reserved personality.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I normally have few, but very close friendships.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I normally retain and maintain friendships through the years.                                     | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am a very loyal and faithful person.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I often feel things much more deeply than I am able to express or show.                           | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| When I break a promise it distresses me for a long time.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| When someone hurts my feelings I have a hard time getting over it.                                | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I hate being late.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I often analyze myself.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have a tendency to be critical of myself.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I get very disturbed by injustice.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am suspicious of other people's thoughts and motives.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have a tendency to brood about things and be moody.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have had a lot of disappointments in my life.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have a hard time forgiving someone else even if they apologize.                                 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| It is difficult for me to forget an insult or offense against me.                                 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have found that sometimes I felt insulted by someone only to find out I had misunderstood them. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I often imagine problems to be much bigger than they really are.                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am often dissatisfied with my situation in life.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I often measure people to see if they measure up to my standards.                                 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have a hard time accepting people with different values than my own.                            | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I like to do creative things.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have a great appreciation for the beauties of nature.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

| Part C  | Yes                      | No                       | NS                       |
|---|--------------------------|--------------------------|--------------------------|
| I have strong will power.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I resent others making decisions which will affect my life.         | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I enjoy helping others make their decisions.                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am not easily discouraged even when things are going wrong.       | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I almost always have a reason for the things I do.                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have lots of plans and activities.                                | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I can normally analyze a situation and act quickly.                 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am able to intuitively and clearly see to the heart of a problem. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I take action quickly and decisively.                               | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

| <b>Part C, continued</b>  | <b>Yes</b>               | <b>No</b>                | <b>NS</b>                |
|---|--------------------------|--------------------------|--------------------------|
| I like adventure and challenge.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have a lot of inner drive.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am a practical person.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I would consider myself a positive realist.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am able to take advantage of opportunities that present themselves in life.               | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have confidence in myself and my abilities.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am sometimes a hot-tempered person.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I like to direct the activities of others.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I get restless when there is nothing to do.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I sometimes have a difficult time understanding others' feelings.                           | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am somewhat thick-skinned about the tender and delicate things of life.                   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| When I lose my temper I sometimes do things which cause me even greater problems.           | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have a very difficult time apologizing when I am wrong.                                   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am sometimes accused of being stubborn and unyielding.                                    | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I feel my plans and decisions are superior to those of others.                              | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I become impatient when my plans or ideas are not immediately accepted by others.           | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Sometimes I have a tendency to <i>use</i> other people to further my plans.                 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I tend to not be interested in people who do not fit into my plans in some way.             | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I sometimes have a tendency to do expedient things.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Sometimes I am tempted to use tricky or crafty means to get what I want.                    | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| When someone insults or injures me I have a strong tendency to find a way to pay them back. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

| <b>Part D</b>   | <b>Yes</b>               | <b>No</b>                | <b>NS</b>                |
|---|--------------------------|--------------------------|--------------------------|
| I am basically a good natured person.                             | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am easy to get along with.                                      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I very seldom lose my temper.                                     | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am a very observant person.                                     | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am a peace-loving person.                                       | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I find noise, emotional excitement and confusion very irritating. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I sometimes wonder why some people get so excited about things.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am a very calm person.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am normally a very stabilizing influence on others.             | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I will try to avoid quarreling or fighting with others.           | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am a thrifty person.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am a bargain hunter.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am normally considered a witty person.                          | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have a good sense of humor.                                     | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have a tendency to be sarcastic.                                | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have a well organized orderly lifestyle.                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

**Part D, continued****Yes No NS**

|  |                          |                          |                          |
|--|--------------------------|--------------------------|--------------------------|
| I am able to work well under pressure.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I think before I act in an emergency.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have a well-balanced life.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I enjoy lots of leisure time.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have a hard time getting started on projects.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am quite conservative in my lifestyle.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I tend to be slow and deliberate when I do things.                                     | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I sometimes have a tendency to be very protective of my belongings.                    | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I keep my work and affairs well organized.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I enjoy teasing others.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have a tendency to be a spectator rather than a participant in games and activities. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have an analytical mind. I like to analyze facts, figures or situations.             | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I have a tendency to vacillate when making decisions.                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| I am concerned with ways to save time, money and energy.                               | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

**Temperament Scoring Sheet***Count the number of YES answers in each PART and record here:*

1. Total number YES answers in PART A: \_\_\_\_\_
2. Total number YES answers in PART B: \_\_\_\_\_
3. Total number YES answers in PART C: \_\_\_\_\_
4. Total number YES answers in PART D: \_\_\_\_\_
5. Total number YES answers in all: \_\_\_\_\_

***To discover your temperament percentage make-up:***

Divide the number of YES answers in each PART (#1 - 4 above)  
by the TOTAL number of YES answers (#5 above)

Take the number of YES answers in PART A \_\_\_\_\_;  
Divide by the TOTAL of YES answers in the test \_\_\_\_\_.  
*You are \_\_\_\_\_ percent **SANGUINE** TEMPERAMENT.*

Take the number of YES answers in PART B \_\_\_\_\_;  
Divide by the TOTAL of YES answers in the test \_\_\_\_\_.  
*You are \_\_\_\_\_ percent **MELANCHOLY** TEMPERAMENT.*

Take the number of YES answers in PART C \_\_\_\_\_;  
Divide by the TOTAL of YES answers in the test \_\_\_\_\_.  
*You are \_\_\_\_\_ percent **CHOLERIC** TEMPERAMENT.*

Take the number of YES answers in PART D \_\_\_\_\_;  
Divide by the TOTAL of YES answers in the test \_\_\_\_\_.  
*You are \_\_\_\_\_ percent **PHLEGMATIC** TEMPERAMENT.*