KEIRSEY TEMPERAMENT SORTER

**Directions:** Read the statements and circle either the “a” or “b” response that is your first reaction. Do not consider what you feel is right or wrong, or good or bad. There is no correct or incorrect answer. Answer what is true for you! Do not leave any questions unanswered.

1. You are to attend a party where you will know no one. You
   a. look forward to the opportunity to meet lots of new people
   b. wonder how long you will have to stay before you can leave

2. It’s a rainy day. You have some free time to watch TV. You would prefer to watch a
   a. ball game
   b. talk show

3. You
   a. usually remember where you put things
   b. often forget where you put things

4. You want to buy a piece of property. It is more important to
   a. analyze the facts and figures
   b. fall in love with it

5. It is a greater fault to be
   a. too sympathetic
   b. too critical

6. When you shop for clothes, you are more apt to
   a. be very careful, going to many stores
   b. be rather impulsive, buying at the first store you enter

7. You have said you would do something at a certain place at a certain time. You are
   a. comfortable with your decision
   b. uncomfortable and wish you could change your mind

8. In a crowd of people, you are more likely to
   a. be unaware of people looking at you
   b. be aware of people looking at you

9. You would be willing to work especially hard in order to
   a. have more luxuries and “a better life”
   b. have the chance to become famous for your work

10. Which group of words is more appealing
    a. matter-of-fact, decisive, realistic
    b. imaginative, impulsive, idealistic

11. In describing yourself, you would be more apt to say
    a. “my head rules my heart”
    b. “my heart rules my head”
12. Which school subject is more appealing to you
   a. mathematics
   b. history

13. You prefer your activities to be
   a. planned
   b. on the spur of the moment

14. You are in the middle of moving when you decide that a plant would look just perfect in a certain spot. You would
   a. finish what you started and then go buy the plant
   b. stop what you are doing and go buy the plant immediately

15. You feel that most people find you
   a. easy to know
   b. hard to know

16. You are more apt to be called a
   a. stick in the mud
   b. a rolling stone who gathers no moss

17. As a gift, you would prefer a book on
   a. cooking
   b. psychology

18. If you were a judge, you would be more likely to consider
   a. the law
   b. the circumstances

19. In dealing with people, you feel it is more important to be
   a. always truthful
   b. always kind

20. You are leaving for a vacation by car in the morning. You are awake at 3:00 a.m. You would
   a. wait until morning to leave
   b. get up, get dressed and get along

21. You almost always
   a. finish what you have to do on schedule, or even a bit ahead of time
   b. finish just under the wire, a bit late or perhaps not at all

22. You express yourself more comfortably
   a. orally
   b. in writing

23. If you were being cast in a play, which role would be “type-casting”
   a. organized business leader
   b. absent-minded professor

24. Regarding your body, you are more apt to
   a. take good care of it
   b. tend to ignore it, figuring it will take care of itself
25. You have a free evening. You would prefer to attend a
   a. science fair
   b. lecture on “How to Win Friends and Influence People”

26. You have an employee who is always late to work because of family matters. You would be more apt to
   a. fire the person and hire someone who will put in a full day’s work
   b. be understanding and try to work something out

27. You prefer to work according to
   a. the rules of the organization
   b. your own rules

28. You prefer as a friend one whose attitude about money is
   a. “a penny saved is a penny earned”
   b. “easy come, easy go”

29. When the phone rings, you
   a. hope to get to it first
   b. hope someone else will get to it first

30. You are planning a trip to a place you have never been. You prefer
   a. going with a tour group
   b. going with only a guide book

31. A new business is opening. They are hiring in all departments. You would be more interested in a position in
   a. production and sales
   b. research and design

32. Among ALL the people you know, would you say there are more
   a. you don’t like
   b. you do like

33. You are a teacher and a student asks to take a test early so he/she can go on vacation with a friend. It is against school policy, but you can make an exception. It is better to
   a. abide by the school policy
   b. be kind to the student

34. When dating someone, you prefer to
   a. be dated up well in advance
   b. keep yourself open

35. You prefer to work
   a. to deadlines
   b. when you feel like it

36. You have a day off. You are more apt to
   a. call a friend and go somewhere
   b. stay home alone and do what you want
37. You prefer as friends those who have
   a. common sense
   b. imagination

38. You are more apt to trust your
   a. experience
   b. hunch

39. You prefer to associate with people who are
   a. logical and realistic
   b. sympathetic and kind

40. You
   a. seldom get your feelings hurt
   b. often get your feelings hurt

41. You prefer to associate with people who are
   a. stable
   b. adaptable

42. If entertaining, you prefer people
   a. do not come unless they have been invited
   b. just drop in take “pot luck”

43. On a job, you prefer to work
   a. with a lot of people around you
   b. by yourself with few distractions

44. You would be more like to subscribe to
   a. Popular Mechanics
   b. Psychology Today

45. On your day off from work you have two invitations. You would choose
   a. to work out at a health club
   b. to go to an art show at a museum

46. There has been an accident on the job. Your first impulse would be to
   a. figure out what went wrong, then try to correct it
   b. see if anyone was hurt

47. You would rather be thought of as
   a. always fair
   b. always kind

48. Which group of words is more appealing
   a. orderly, punctual, permanent
   b. easy going, leisurely, changeable

49. You find that you make decisions
   a. quickly and easily
   b. slowly and with some difficulty
50. You are offered one of two jobs at a department store. You would choose
   a. to serve food to the public
   b. to wrap packages by yourself

51. You travel a certain distance each day. You generally
   a. always go the same way
   b. try to find as many different ways as possible to go

52. You enjoy being with
   a. realistic people
   b. imaginative people

53. Which group of words is more appealing
   a. firm, analytical, convincing
   b. gentle, sympathetic, touching

54. On a job, in which department would you prefer to work
   a. equipment repairs
   b. customer relations

55. When you get up in the morning, you
   a. know exactly what you’re going to do all day
   b. let the day “just happen”

56. Most people would describe you as
   a. serious and reliable
   b. lighthearted and easy going

57. You find it necessary to write an important, personal letter. You
   a. just sit down and do it
   b. take time to really think through what it is you are going to say

58. You inherited some money. You would be more inclined to
   a. buy something that will increase in value
   b. take a trip

59. You find the subject of astrology
   a. boring
   b. fascinating

60. You are more influenced by a story that
   a. is factual and logical
   b. touches your heart

61. In teaching, you feel that
   a. the subject matter is more important than the student
   b. the student is more important than the subject matter

62. You have a day planner. You are happiest when you have
   a. your time pretty well filled up
   b. a lot of free time
63. You have a number of things that need to be done. You
   a. make a list
   b. trust to luck

64. Someone is planning a party for you. You would rather it be a
   a. big bash with almost everyone you know
   b. quiet party with just a few special friends

65. You have received a gift of $100 to spend as you choose. You would buy
   a. something practical
   b. something beautiful

66. You think shopping is
   a. fun
   b. necessary, but boring

67. You've gotten something stuck in a drawer. Your immediate response is to say
   a. “what went in, must come out,” and figure out what to do
   b. tug, pull, and get frustrated

68. It is wiser to
   a. tell the unkind truth
   b. tell the kind lie

69. On personal projects, you
   a. almost always complete what you have started
   b. frequently do not complete what you have started

70. Which saying is more appealing to you
   a. “A job worth doing is worth doing well.”
   b. “A man on his galloping horse will never know the difference.”

71. In conversation, if someone interrupts
   a. you hardly notice
   b. you get quite annoyed

72. At a party, you prefer to play
   a. bridge
   b. charades

73. You have an idea for a new business, but discover someone else has a similar plan. You
   a. see the other person as a competitor
   b. see how you and the other person could work together

74. A planned routine
   a. appeals to you
   b. frustrates you