

NAME _____

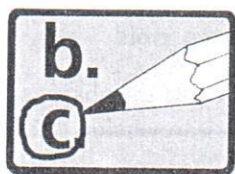
While each of these types possesses positive characteristics, extremes of either type can present problems in certain settings. The strong extravert needs contact and feedback from others, and grows restless when working or studying quietly alone. He yearns to be near others. A strong introvert seeks solitude and feels nervous when dealing with others even in the most casual way. As always, moderation is the key.

Do You Fight or Flee: How Confrontational Are You?

In the Stone Age, disagreements were settled with clubs. As our language capacity increased, we soon learned that disputes could be talked out, and this realization gave birth to the argument. The ability to formulate and conduct an argument is inherent in all of us, but it seems that some of us choose to flex this muscle more than others.

It's a familiar scene—you're confronted by a very aggressive person who argues seemingly without much provocation. He's the hot-headed, competitive type with well-honed scuffling skills, who provokes controversy simply for the sake of venting frustration. After you're ensnared in a row with him, you may wonder just how the scoundrel manipulated you into it.

But suppose it was only partially the scoundrel's doing? What if there was some degree of escalation on your part that got you sucked into the fracas? The question is, how susceptible are you to a quarrel? If you faced a scenario that signaled an upcoming argument, would you be prone to join the fray, or would you deftly avoid it?



TEST

This quiz measures susceptibility to confrontations. It is based on research done at Kent State University in Ohio by psychiatrists D. A. Infante and A. S. Rancer. Respond "True" or "False" to the items below to determine how eager you are to fight it out.

- | | |
|--------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|
| 1. Arguing calmly over controversial issues sharpens one's logic.
<i>True False</i> | 3. I feel a sense of energy and enthusiasm when I confront someone.
<i>True False</i> |
| 2. When I argue I am usually concerned about whether my opponent will think I'm too dogmatic.
<i>True False</i> | 4. It upsets me to argue.
<i>True False</i> |

5. I enjoy using a good argument to put strongly self-assured people in their place.

True False

6. I generally lose more quarrels than I win.

True False

7. I find people who always agree with others to be somewhat dull.

True False

8. I get nervous around argumentative people.

True False

9. I don't have much respect for a person who won't fight for what he believes in.

True False

10. When others are in a ruckus, I often play the role of pacifier.

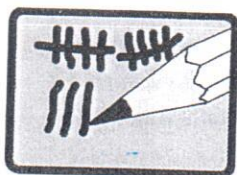
True False

11. I feel compelled to speak up for a point that I feel is valid.

True False

12. I prefer being with people who don't disagree with me.

True False



SCORING

To tally your score, give yourself 1 point for each response that matches yours.

1. *True* 2. *False* 3. *True* 4. *False* 5. *True* 6. *False* 7. *True* 8. *False*
9. *True* 10. *False* 11. *True* 12. *False*

A score of 0-4: You are a peace-loving creature who likes harmony. Other people's strong emotions often upset you. You may be suppressing your true feelings too much, however, and might be better off expressing some of them occasionally.

A score of 5-7: You are about average in your susceptibility to arguments. You don't mind conflicts once in a while, even when they reach the point of anger, but for the most part you know when to back off and suffer fools gladly.

A score of 8-12: You are highly argumentative, a veritable tiger who won't let a strident statement go unchecked. Your biggest challenge may seem to be in dealing with someone as combative as you, but conflict with a less aggressive foe presents another set of trials, as you may leave egos irrevocably bruised. Learning to listen and let go instead of lunge and leap might help you avoid meaningless scuffles and, more importantly, marred relationships.



EXPLANATION

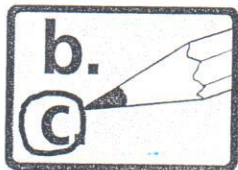
Research shows that there are two types of arguers, those who approach a battle ("hawks") and those who avoid it ("doves"). Hawks generally answer "True" to the odd-numbered items in this test, while doves typically answer "True" to the even-numbered items.

Do You Understand the Opposite Sex?

There's the joke about a young man who describes his ideal bride: "Studies show that people with opposite traits make the best marriages ... that's why I'm looking for an attractive girl with money."

The old adage does indeed declare that "opposites attract," but behavioral scientists have exposed this cliché for the ruse it really is. For a long time, scientists and love were strangers who had never really met. Love, subjective and complex, has only recently become a topic of scientific research.

But things are changing, and studies at institutions such as Brandeis University and the University of South Carolina have yielded some interesting results. One major finding is that men and women differ in their reactions to falling—and being—in love.



TEST

To learn how much you know about the differences between the way men and women experience love, take the following quiz.

1. Women are more romantic than men.

True False

2. Women fall in love faster than do men.

True False

3. Men tend to feel more deeply about being in love than do women.

True False

4. Women tend to suffer more from a breakup than do men.

True False

5. When in love, women tend to reveal more of their deepest feelings than do men.

True False

6. In sexual matters, men take the initiative more often than women.

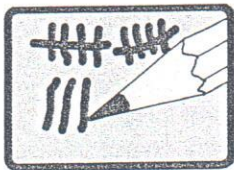
True False

7. Women tend to be slower to fall out of love than men.

True False

8. A woman who plays hard to get will succeed in arousing interest in the men around her.

True False



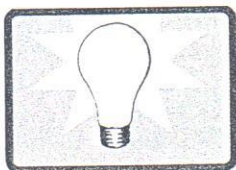
SCORING

To tally your score, give yourself 1 point for each "False" response.

A score of 4 points or more: You're in the superior range and are savvy about love. But take caution! Although you know a lot about love, that may not prevent your head from being dominated by your heart when under the influence of this powerful emotion.

A score of 2-3 points: You have an average understanding of love and how the sexes react under its impact.

A score of 0-1 points: You have notions about love that are unrealistic and aren't supported by the facts.



EXPLANATION

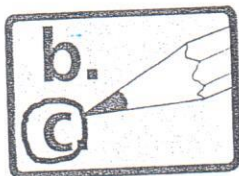
- 1. False.** Studies in romanticism in courtship show that men tend to be more romantic than women. They are more likely to agree, for example, with statements like: "Love is a many-splendored thing" and "To be truly in love is to be in love forever."
- 2. False.** While a professor at Brandeis University, Zick Rubin devised questionnaires about love that have provided a basis for subsequent research. Rubin found that men tend to fall in love faster and out of love more slowly than women.
- 3. False.** Women are more likely than men to feel the agony and ecstasy of love. They are more prone to feel "butterflies" in the stomach, giddiness, and as if they are on a cloud. This is verified by actual physiological measurements of their sympathetic nervous systems.
- 4. False.** Rubin and others found that men are likely to suffer more from a breakup, probably because they are less apt than women to confide in someone about their emotions.
- 5. False.** Men and women differ little in how much they are willing to reveal about themselves in an intimate relationship. They do differ, however, in the kinds of things they say. Men are more willing to reveal their strengths than their weaknesses. Women, on the other hand, tend to withhold their strengths, especially if they perceive those traits as a threat to the men they desire. Women more readily disclose their weaknesses, their fears, and their feelings about others.
- 6. False.** Whatever the methods employed, whether subtle or blatant, the evidence shows that the tendency to initiate sex is shared equally by men and women. In fact, cross-cultural studies show that women initiate sexual advances as often as men.
- 7. False.** As discussed in the explanation of item 2, men tend to fall out of love more slowly than women.

Could You Break the Law?

The sober reality of human nature is that we all have the capacity to be saints or sinners. Through socialization, a child is taught what is and is not considered acceptable behavior. But despite the best intentions of parents and schools, there are still some who go wrong.

Although relatively few of us have the tendencies of hardened criminals, we sometimes bend the law. Jaywalking, speeding, and gambling may not be enough to put one behind bars, but, if committing illegal acts becomes a substitute for our perceived deprivations, the growing habit of such behavior just might eventually develop into an antisocial lifestyle.

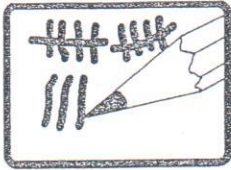
If you've ever wondered about the strength of your inner discipline against illegal tendencies, you are not alone. Most of us occasionally wonder: "Is there a Mr. Hyde in me?" The question is: Why do some of us resist temptation while others succumb to it? One answer is that it depends on our inner psychological make-up. When the seed of temptation falls on soil that is ready to sustain it, it's likely to flower.



TEST

Below is a list of traits that experts have found to be typical of consistent law violators. The list is based on a sixteen-year study of some 240 male offenders.

1. I am highly sensitive when rebuffed or put down by someone.
True False
 2. I am chronically angry, upset, and frustrated.
True False
 3. I have gone through very low periods where I have felt utterly worthless.
True False
 4. I am, or have yearned to be, on my own—free and independent of people and the restraints of society.
True False
 5. Compared with others, my need to do risky things to find excitement is high.
True False
 6. I have had episodes of boundless optimism that exceeded the reality of my situation.
True False
 7. I often have done or craved to do things that are forbidden by society.
True False
 8. As a youngster, I often got my way by bluffing, bullying, or using physical force.
True False
 9. As a teen, I often committed petty, illegal acts like shoplifting, driving too fast, or cheating on exams.
True False
 10. I lose my temper easily.
True False
-
-



SCORING

To tally your score, give yourself 1 point for each time you responded "True." Read on to discover your criminal potential.

A score of 0–3 points: Not only are you a pillar of civic obedience, you also have good inner control of your alien impulses. It's unlikely you'll ever seriously break the law.

A score of 4–7 points: You're average in your capacity to be law-abiding. Occasionally, you take a chance and break a law, but it's probably nothing more than a misdemeanor.

A score of 8–10 points: You have more than your share of the traits that are found among those who act anti-socially. You might want to ask yourself why you keep going against the rules. You might even consider counseling to look into this issue further.



EXPLANATION

The search for personality characteristics that will predict crime is not new. For some 400 years, criminal offenders have been the subject of intense investigation. Traditional conclusions have been that such violators of the law are victims of limiting circumstances like broken homes, poverty, and unemployment. But more recent studies by psychologists S. Yochelson and S. Samnow strongly indicate that these are not the only causal factors, for most persons raised in such limiting circumstances are law-abiding.

Rather, researchers have concluded that disordered thinking and faulty attitudes are the most significant contributors to illegal behavior. These include reactions like feelings of persecution, being hypercritical of others, and notions of grandiosity. In a two-volume work called *The Criminal Personality*, researchers identified the fifty-two most common traits of criminal offenders. Our quiz contains ten of these traits.

Now, let's see how you score on Rotter's famous Locus of Control test.

Take Rotter's Locus of Control Quiz

(For each of Rotter's 29 questions, circle either *a.* or *b.*)

- 1) a. Children get into trouble because their parents punish them too much.
b. The trouble with most children now is that their parents are too easy with them.
- 2) a. Many of the unhappy things in people's lives are partly due to bad luck.
b. People's misfortunes result from the mistakes they make.
- 3) a. One of the major reasons why we have wars is because people don't take enough interest in politics.
b. There will always be wars, no matter how hard people try to prevent them.
- 4) a. In the long run, people get the respect they deserve in this world.
b. Unfortunately, an individual's worth often passes unrecognized no matter how hard she or he tries.
- 5) a. The idea that teachers are unfair to students is nonsense.
b. Most students don't realize the extent to which their grades are influenced by accidental happenings.
- 6) a. Without the right breaks, one cannot be an effective leader.
b. Capable people who fail to become leaders have not taken advantage of their opportunities.
- 7) a. No matter how hard you try, some people just don't like you.
b. People who can't get others to like them don't understand how to get along with others.
- 8) a. Heredity plays the major role in determining one's personality.
b. One's experiences in life determine what one is like.
- 9) a. I have often found that what is going to happen will happen.
b. Trusting in fate has never turned out well for me. I make a decision to take a definite course of action.
- 10) a. In the case of the well-prepared student, there is rarely if ever such a thing as an unfair test.
b. Many times, exam questions tend to be so unrelated to course work that studying is really useless.
- 11) a. Becoming successful is a matter of hard work; luck has little or nothing to do with it.
b. Getting a good job depends mainly on being in the right place at the right time.
- 12) a. The average citizen can have an influence in government decisions.
b. This world is run by a few people in power, and there is not much the little guy can do about it.
- 13) a. When I make plans, I am almost certain that I can make them work.
b. It is not always wise to plan too far ahead because many things turn out to be a matter of good or bad fortune anyhow.
- 14) a. There are certain people who are just no good.
b. There is some good in everyone.

CHAPTER 3 Motivation

- 15) a. In my case, getting what I want has little or nothing to do with luck.
b. Many times we might just as well decide what to do by flipping a coin.
- 16) a. Who gets to be the boss often depends on who was lucky enough to be in the right place first.
b. Getting people to do the right thing depends on ability; luck has little or nothing to do with it.
- 17) a. As far as world affairs are concerned, most of us are the victims of forces we can neither understand nor control.
b. By taking an active part in political and social affairs people can control world events.
- 18) a. Most people don't realize the extent to which their lives are controlled by accidental happenings.
b. There really is no such thing as "luck."
- 19) a. One should always be willing to admit mistakes.
b. It is usually best to cover up one's mistakes.
- 20) a. It is hard to know whether or not a person really likes you.
b. How many friends you have depends on how nice a person you are.
- 21) a. In the long run the bad things that happen to us are balanced by the good ones.
b. Most misfortunes are the result of lack of ability, ignorance, laziness, or all three.
- 22) a. With enough effort, we can wipe out political corruption.
b. It is difficult for people to have much control over the things politicians do in office.
- 23) a. Sometimes as a student I can't understand how teachers arrive at their grades.
b. There is a direct connection between how hard I study and the grades I get.
- 24) a. A good leader expects people to decide for themselves what they should do.
b. A good leader makes it clear to everybody what their jobs are.
- 25) a. Many times I feel that I have little influence over the things that happen to me.
b. It is impossible for me to believe that chance or luck plays an important role in my life.
- 26) a. People are lonely because they don't try to be friendly.
b. There's not much use in trying too hard to please people. If they don't like you, they just don't like you.
- 27) a. There is too much emphasis on athletics in high school.
b. Team sports are an excellent way to build character.
- 28) a. What happens to me is my own doing.
b. Sometimes I feel I don't have enough control over the direction my life is taking.
- 29) a. Most of the time I can't understand why politicians behave the way they do.
b. In the long run, people are responsible for bad government on a national (as well as on a local) level.

Locus

Score 1

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23 Point

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3. b

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Locus of Control KEY

Score 1 point for each correct answer according to the chart below.

Remember, some of the questions do not have answers on the key (like #1), as they were purposely created to be thrown out.

23 Points Possible

2. a	9. a	16. a	23. a
3. b	10. b	17. a	25. a
4. b	11. b	18. a	26. b
5. b	12. b	20. a	28. b
6. a	13. b	21. a	29. a
7. a	15. b	22. b	

Your number correct out of 23 possible = _____

A lower score = Internal Locus of Control

A higher score = External Locus of Control

1 2 4 6 8 10 11 midpoint 12 14 16 18 20 22



What Does Rotter's Quiz Measure?

Julian Rotter's quiz shows the extent to which a person believes that he or she can control events that affect his or her life.

Individuals with a high internal locus of control should have a low number, as they believe that events result from their own actions. They have better control of their behaviors and tend to exhibit more political behaviors than those with a high external score. High internal scorers are more likely to attempt to influence other people, and they also have a higher probability of assuming that they will be successful. Interestingly, they are more active in seeking information concerning their situation than are externals.

Those with a high external locus of control probably have a high score (a high number on the scale above the arrow). They believe that outside forces may be controlling their lives and their activities. They wear good luck charms, do séances, or can even believe they are being controlled by someone sticking pins in a voodoo doll, etc.

To most of us it seems foolish to believe in voodoo, a rabbit's foot, or a four-leaf clover. Yet we often believe the world is treating us unfairly or we could do much better if we had a better job or more money. But these statements indicate

