

## COGNITIVE MODE QUESTIONNAIRE

Circle zero, one or two alternatives for each of 20 questions. **Be careful with signs.!**

*Energy Direction: Outward or Inward*

- |      |                      |                |                 |
|------|----------------------|----------------|-----------------|
| EI 1 | You are more:        | (e) sociable   | (i) reserved    |
| EI 2 | You are more:        | (e) expressive | (i) contained   |
| EI 3 | You prefer           | (e) groups     | (i) individuals |
| EI 4 | You learn better by: | (e) listening  | (i) reading     |
| EI 5 | You are more:        | (e) talkative  | (i) quiet       |

**EI difference:  $\Sigma e - \Sigma i = EI$  \_\_\_\_\_**

*Orientation: Structured or Flexible*

- |      |                        |                   |                      |
|------|------------------------|-------------------|----------------------|
| JP 1 | You are more:          | (j) systematic    | (p) casual           |
| JP 2 | You prefer activities: | (j) planned       | (p) open-ended       |
| JP 3 | You work better        | (j) with pressure | (p) without pressure |
| JP 4 | You prefer:            | (j) routine       | (p) variety          |
| JP 5 | You are more:          | (j) methodical    | (p) improvisational  |

**JP difference:  $\Sigma j - \Sigma p = JP$  \_\_\_\_\_**

*Information COLLECTION process: Facts or Possibilities*

- |      |                  |                  |                 |
|------|------------------|------------------|-----------------|
| SN 1 | You prefer the.: | (s) concrete     | (n) abstract    |
| SN 2 | You prefer:      | (s) fact-finding | (n) speculating |
| SN 3 | You are more:    | (s) practical    | (n) conceptual  |
| SN 4 | You are more:    | (s) hands-on     | (n) theoretical |
| SN 5 | You prefer the:  | (s) traditional  | (n) novel       |

**SN difference:  $\Sigma s - \Sigma n = SN$  \_\_\_\_\_**

*DECISION-making process: Objects or People*

- |      |                             |                 |                  |
|------|-----------------------------|-----------------|------------------|
| TF 1 | You prefer:                 | (t) logic       | (f) empathy      |
| TF 2 | You are more                | (t) truthful    | (f) tactful      |
| TF 3 | You see yourself as more:   | (t) questioning | (f) accomodating |
| TF 4 | You are more:               | (t) skeptical   | (f) tolerant     |
| TF 5 | You think judges should be: | (t) impartial   | (f) merciful     |

**TF difference:  $\Sigma t - \Sigma f = TF$  \_\_\_\_\_**

Compute and record **non-negative** cognitive mode scores below.

<b><math>EI-JP+2SN</math> = <b>ES</b> _____</b>	<b><math>EI-JP - 2SN</math> = <b>EN</b> _____</b>	<b><math>EI+JP +2TF</math> = <b>ET</b> _____</b>	<b><math>EI+JP-2TF</math> = <b>EF</b> _____</b>
EXPERIMENT	IDEATION	ORGANIZATION	COMMUNITY
<b><math>-EN =</math> <b>IS</b> _____</b>	<b><math>-ES =</math> <b>IN</b> _____</b>	<b><math>-EF =</math> <b>IT</b> _____</b>	<b><math>-ET =</math> <b>IF</b> _____</b>
KNOWLEDGE	IMAGINATION	ANALYSIS	EVALUATION

INFORMATION COLLECTION

DECISION-MAKING