

# The Gray-Wheelwright-Winer 4-letter Type Indicator Test

(Circle your answer)

**1. In a social setting do you prefer to:**

- A. Talk
- B. Listen

**2. In viewing a problem, do you:**

- A. First look at the foreground
- B. First look at the background

**3. Are you more interested in:**

- A. What someone does
- B. Why or what motivates a person to do it

**4. Is your nature more to:**

- A. Categorize life by thoughts
- B. Categorize life by feelings

**5. In forming judgments, is your mental process mainly:**

- A. To look for a guiding principle
- B. To find out your personal valuation

**6. Are you usually:**

- A. On time
- B. Late

**7. In practice, is your style to:**

- A. Set up appointments long in advance
- B. Do it whenever

**8. Granting that you are tactful in social settings, what is your real impulse:**

- A. Speak out
- B. Keep quiet

**9. Assuming your living was assured, would you follow a vocation:**

- A. On the useful side
- B. On the imaginative side

**10. Do you like pictures with a sense of:**

- A. Closeness to earth
- B. Soaring upward

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**11. In coming to understand societies and individuals, do you believe its more important to learn their:**

- A. Principles and laws
- B. Myths and values

**12. In forming an opinion of someone, do you more pay attention to:**

- A. The actual words a person says
- B. What you believe is in their heart

**13. When you visit tourist sites in an unfamiliar place, do you:**

- A. Get exact directions to the place
- B. Get general directions and find out specifics later

**14. Is your impulse to be;**

- A. Punctual
- B. Leisurely

**15. Are you eager to join in with the group:**

- A. Usually
- B. Seldom

**16. In gaining information about a culture, do you tend to look at:**

- A. An individual's problem
- B. The society's problems

**17. In giving praise, do you look at the:**

- A. Specific actions
- B. The overall result

**18. Mostly, do you prefer people with:**

- A. Good thinking
- B. Good feeling

**19. Is tact to you a matter of:**

- A. Respecting independent views
- B. Warm sympathy

**20. When about to travel, do you pack up:**

- A. A few days before
- B. At the last moment

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**21. When a book is disappointing do you:**

- A. Finish it anyway
- B. Try a new one

**22. Do you like to chat with clerks, hairdressers, porters, etc.:**

- A. Yes
- B. No

**23. Do you take in more about a situation from the:**

- A. Actual circumstances
- B. The background

**24. Do you overlook details because of immediate interests:**

- A. Seldom
- B. Often

**25. Confronted with misfortunes in others is your impulse to:**

- A. Search for the cause
- B. Console

**26. In reasoning, do you proceed from:**

- A. Particular case to general rule
- B. General rule to particular case

**27. When listening to others, do you tend:**

- A. Help them get to the point
- B. Let them speak as long as they want

**28. When situations are mildly uncertain, do you tend to:**

- A. Do something
- B. Let it work itself out

**29. Is the telephone's ring a pleasure;**

- A. Yes
- B. No

**30. In works of art, do you prefer mainly:**

- A. Photographic
- B. Generalized

**31. In reading for information, do you prefer the presentation;**

- A. To the point
- B. Many-sided

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**32. Regarding human reactions, are you interested more in:**

- A. General psychic laws
- B. Individual peculiarities

**33. When you overhear two people having a difference of opinion, do you decide who is right on the basis:**

- A. Their points
- B. How you feel about each of them

**34. Is orderliness:**

- A. Very important?
- B. Not very important?

**35. Do you tend to spend now or save for a rainy day?**

- A. Spend now
- B. Save for later

**36. In regard to friends which is more important to you:**

- A. Quantity
- B. Quality

**37. Are you more interested in people's:**

- A. Profession
- B. Background

**38. When I let my mind dream new possibilities, I feel:**

- A. Uncomfortable
- B. Intrigued

**39. Empathy is a major way I make decisions:**

- A. No
- B. Yes

**40. Do you take observations as facts:**

- A. To be studied?
- B. To be valued for usefulness?

**41. On which side is your temperament:**

- A. Deliberate
- B. Spontaneous

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**42. Do you size up a person on the basis of a short interview:**

- A. Yes
- B. No

**43. Do you enjoy meeting a lot of new people:**

- A. Yes
- B. No

**44. In reading, do you prefer:**

- A. Biography
- B. Novels

**45. When you meet people do you prefer to listen to what they:**

- A. Do
- B. Dream of

**46. Gut feelings should be listened to:**

- A. No
- B. Yes

**47. Devotion is the most important thing in a relationship:**

- A. No
- B. Yes

**48. If living alone would you:**

- A. Keep things in precise order
- B. Not bother much with the details

**49. Do conclusions come to you by:**

- A. Deliberate reasoning
- B. Immediate inspiration

**50. At a party are you happier with:**

- A. Twelve people
- B. Three people

**51. Does a problem seem like a closed room which intuition has to open:**

- A. Quite frequently
- B. Not much

**52. Do you tend to see:**

- A. One thing at a time
- B. A variety of things at once

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**53. Which principle is more important in making your decisions:**

- A. What you or others think
- B. What you or others feel

**54. When a person has a wrong idea, in the moment, do you:**

- A. Try show them why your idea is correct
- B. Try to reach some agreement

**55. Having formed an opinion, do you:**

- A. Tend to stick to it
- B. Alter it

**56. Is orderliness in you or your surroundings:**

- A. Important
- B. Unimportant

**57. Do long encounters with people leave you drained:**

- A. No
- B. Yes

**58. Are you inclined to pursuits that involve new possibilities:**

- A. Quite a bit
- B. Not much

**59. Which is more of an achievement, a person who is:**

- A. Practical
- B. Creative

**60. Towards achieving your goals do you choose on the basis of:**

- A. Principles and facts
- B. Feelings and possibilities

**61. Is it necessary to be passionate about your decisions:**

- A. No
- B. Yes

**62. With regard to future possibilities, do you:**

- A. Plan for various contingencies
- B. Cross bridges as they come

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**63. Do you prefer to make decisions:**

- A. Immediately
- B. At leisure

**64. Are you more energized if others join with you in your plans:**

- A. Always
- B. Sometimes

**65. Do you tend to see:**

- A. Trees in the forest
- B. Forest and not the trees

**66. In paintings, which attracts you more:**

- A. Portraits
- B. Landscapes

**67. Do you make decisions with your:**

- A. Head
- B. Heart

**68. Do people error more by ignoring:**

- A. The principles
- B. What has value for them and others

**69. Were you born with a time clock in your mind:**

- A. Yes
- B. No

**70. When picking a present for somebody, do you seek something:**

- A. You think they want
- B. You think will be a surprise

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## INSTRUCTIONS

1. Place a check mark (either in the "A" or "B" box) for each of the 70 questions.
2. In the row marked "TOTAL" add up the number of "A" or "B" check marks for each column (there are 14 columns). This will be a number between 0-10. The "A" + "B" total should add up to 10. For example, if the total above the letter "E" was "6" the total above the letter "I" should be "4."
3. There are 2 columns in the E/I scale (10 questions) and 4 columns for the S/N, T/F, and J/P scales (20 questions for each scale).
4. For the S/N, T/F, and J/P scales, you must add the totals of its 2 "A" columns and the 2 "B" columns. Type Scoring Example: For the scores in the "TOTAL" row, E/I = 6/4; S/N = 14/6; T/F = 5/15; J/P = 11/9, the type is: ESFJ.

	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			62			63			64					
64			65			66			67			68			69			70					
TOTAL						+						+						+					
	E	I					=					=					=						
								S	N						T	F						J	P