

APPENDIX-A Short Description of E.P.P.S.

1. Achievement (ach): To do one's best, to be successful, to accomplish tasks requiring skill and effort, to do a difficult job well, to be able to do things better than others, to write a great novel or play.
2. Deference (def): To get suggestions from others, to find out what others think, to praise others, to accept the leadership of others, to conform to custom and avoid the unconventional, to let others make decisions.
3. Order (ord): To have written work neat and organized, to make plans before starting on a difficult task, to have things organized, to make advance plans when taking a trip, to keep letters and files according to some system, to have meals organized and a definite time for eating, to have things arranged so that they run smoothly without change.
4. Exhibition (exh): To say witty and clever things, to tell amusing jokes and stories, to have others notice and comment upon one's appearance, to talk about personal achievements, to be the center of attention, to ask questions others cannot answer.
5. Autonomy (aut): To be able to come and go as desired, to say what one thinks about things, to be independent of others in making decisions, to avoid situations where one is expected to conform, to do things without regard to what others may think, to criticize those in positions of authority, to avoid responsibilities and obligations.

6. Affiliation (aff): To be loyal to friends, to participate in friendly groups, to do things for friends, to make as many friends as possible, to do things with friends rather than alone, to write letters to friends.
7. Intraception (int): To analyze one's motives and feelings, to observe others, to put One's self in another's place, to judge people by why they do things rather than by what they do, to analyze the motives of others, to predict how others will act.
8. Succorance (suc): To have others provide help when in trouble, to seek encouragement from others, to have others be sympathetic and understanding about personal problems, to receive a great deal of affection from others, to have others do favors cheerfully, to have others feel sorry when one is sick, to have a fuss made over one when hurt.
9. Dominance (dom): To argue for one's point view, to be regarded by others as a leader, to make group decisions, to persuade and influence others to do what one wants, to tell others how to do their jobs.
10. Abasement (aba): To feel guilty when one does something wrong, to feel that personal pain and misery suffered does more good than harm, to feel the need for punishment for wrong doing, to feel the need for confession of errors, to feel timid in the presence of superiors, to feel inferior to others in most respects.
11. Nurturance (nur): To help friends when they are in trouble, to assist others less fortunate, to treat other with kindness

and sympathy, to do small favors for others, to be generous with others, to show a great deal of affection toward others, to have others confide in one about personal problems.

12. Change (chg): To do new and different things, to travel, to meet new people, to experience novelty and change in daily routine, to eat in new and different places, to try new and different jobs, to participate in new fads and fashions.
13. Endurance (end): To keep at a job until it is finished, to work hard at a task, to keep at a puzzle or problem until it is solved, to put in long hours of work without distraction, to stick at a problem even though it may seem as if no progress is being made, to avoid being interrupted while at work.
14. Heterosexuality (het): To go out with members of the opposite sex, to be in love with someone of the opposite sex, to kiss those of the opposite sex, to read books plays involving sex, to become sexually excited.
15. Aggression (agg): To attack contrary points of view, to tell others what one thinks about them, to criticize others publicly, to make fun of others, to tell others off when disagreeing with them, to get revenge for insults, to become angry, to blame others when things go wrong, to read newspaper accounts of violence.