

A P P E N D I X : A

Personality Assessment Scale (PAS)  
English Version

PERSONALITY INVENTORY

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Dr. A. S. Patel  
Department of Psychology  
M.S. University of Baroda  
Baroda

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Usually individuals differ in their personal traits and characteristics. Some are happy and enthusiastic by nature, while a few are moody, anxious and worried; some are rigid and obstinate in their ways, whereas some are compromising and adjustable to new situations. Many are social and outspoken and a few are shy. A number of statements indicating a variety of such personal characteristics of individuals, their likes, dislikes and interests are given herewith. Please read all the statements carefully one by one.

Each statement is followed by brackets for tickmarking showing your responses 'yes' or 'no' to the statement. Please read each statement carefully and put a tickmark (✓) in the first bracket after the statement if it is applicable to you. Put a cross (X) in the second bracket if the statement is not applicable to you.

For example:

	(Yes)	(No)
(1) I am serious by nature.	(✓)	( )

(Tickmark as above means that  
I am a serious minded  
person).

(2) I do not regret or repent for insignificant matters.	( )	(X)
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(The cross on above means that  
I regret any repent).

All these items are constructed only with a view to understanding individual persons. There is no other aim but this is a research attempt for understanding individuals. This is also not an intelligence test, nor are there any right or wrong answers. You are requested to give the answers frankly without any reservations. We assure you that the information given by you will be treated strictly confidential and will be used only for research purposes.

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Part : I : II : III : IV : V : VI : VII : VIII :

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Score: : : : : : : : :

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Part : IX : X : XI : XIII : XIV :

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Score: : : : : :

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PART I (Happy Go Lucky - Seriousness Scale)

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- |  | Yes | No  |
|--|-----|-----|
| 1. People sometimes call me serious.   | ( ) | ( ) |
| 2. Even in an important game, I am more concerned to enjoy it than to win it.                  | ( ) | ( ) |
| 3. I am not much inclined to crack jokes and tell amusing stories.                             | ( ) | ( ) |
| 4. I enjoy giving my best time and energy to social activities.                                | ( ) | ( ) |
| 5. I believe one cannot be too scrupulous or conscientious in dealings and social obligations. | ( ) | ( ) |

PART I. ( Happy Go Luckey - Seriousness - Scale )

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- |  | Yes | No  |
|--|-----|-----|
| 6. I believe in the motto "laugh and be<br>marry" on most occasions.                             | ( ) | ( ) |
| 7. I always work sincerely and conscientiously<br>in order to reach the set-goals.               | ( ) | ( ) |
| 8. I pay less attention to lighter aspects<br>of life and energy to the harder facts<br>of life. | ( ) | ( ) |
| 9. I do most things a bit more thoroughly<br>than most people.                                   | ( ) | ( ) |
| 10. Even in tensed or serious atmosphere,<br>I crack jokes to make the atmosphere<br>light.      | ( ) | ( ) |

PART II ( Self Sufficiency Dependency Scale )

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- |  |     |     |
|--|-----|-----|
| 11. When I plan something, I like to do so<br>quite alone without any outside help.              | ( ) | ( ) |
| 12. People say I am a person who likes to<br>have things done in my own way.                     | ( ) | ( ) |
| 13. I have a feeling that my friends/rela-<br>tives do not need me so much as I need<br>them.    | ( ) | ( ) |
| 14. I have to talk over to my relatives<br>about my problems and seek their advice.              | ( ) | ( ) |
| 15. People consider me a proudy and egoistic<br>person as I do not seek their advice or<br>help. | ( ) | ( ) |

PART II ( Self Sufficiency - Dependency Scale )

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- |   | Yes | No  |
|---|-----|-----|
| 16. I have to seek help of my mate/<br>relatives/friends while taking important<br>decisions. | ( ) | ( ) |
| 17. I like to be conventional.  | ( ) | ( ) |
| 18. In constructing something, I would rather<br>work on my own than with others.             | ( ) | ( ) |
| 19. I seek help or advice of elders for many<br>activities.                                   | ( ) | ( ) |
| 20. I find the way out whenever I am in<br>difficulty.  | ( ) | ( ) |

PART III ( Dominance - Submissiveness Scale )

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- |  |     |     |
|--|-----|-----|
| 21. I make smart, sarcasting remarks to<br>people if I think they deserve it.                          | ( ) | ( ) |
| 22. When I cannot tolerate I cry rather<br>than shout.   | ( ) | ( ) |
| 23. I have a tendency to assert rather than<br>submit.   | ( ) | ( ) |
| 24. When I have difference of opinion with<br>my friends/relatives, I usually accept<br>their opinion. | ( ) | ( ) |
| 25. I cannot keep quiet when people<br>are unreasonable.   | ( ) | ( ) |
| 26. I often let go my rights.  | ( ) | ( ) |
| 27. If I find a person is unjust or selfish,<br>I show him up.   | ( ) | ( ) |

## PART III ( Dominance - Submissiveness Scale )

- |  | Yes | No  |
|--|-----|-----|
| 28. I find my own solutions instead of acting on conventional rules and regulations.                 | ( ) | ( ) |
| 29. I submit to the rules and regulations instead of getting annoyed, even when they impede my work. | ( ) | ( ) |
| 30. When I cannot tolerate injustice I cry or sit back rather than shout and oppose.                 | ( ) | ( ) |

## PART IV ( Leadership Scale )

- |  |     |     |
|--|-----|-----|
| 31. When colleagues feel discouraged and low spirit I take initiative to boost up their morale.  | ( ) | ( ) |
| 32. Making important decisions is a difficult task, I depend on my associates.                   | ( ) | ( ) |
| 33. I need someone worse than the other to give me guidance as to how to solve problems.         | ( ) | ( ) |
| 34. I tend to see that the decisions made by my family group are properly carried out.           | ( ) | ( ) |
| 35. Sometimes my friends and relatives have to boost up my morale.                               | ( ) | ( ) |
| 36. I would more be a follower than a leader.  | ( ) | ( ) |
| 37. When I have hot discussion or a verbal fight with a person, I take initiative to compromise. | ( ) | ( ) |

## PART IV ( Leadership Scale )

- |   | Yes | No  |
|---|-----|-----|
| 38. At times of quarrels or conflicts in my family/friends I take up the role of a mediator to bring in compromise.         | ( ) | ( ) |
| 39. In case of failures, while working with my colleagues, I like to share the blame instead of finding faults with others. | ( ) | ( ) |
| 40. I never like to share responsibilities with my associates.  | ( ) | ( ) |

## PART V ( Introversion - Extraversion Inventory )

- |   |     |     |
|---|-----|-----|
| 41. I like to have few friends rather than many friends.  | ( ) | ( ) |
| 42. I always enjoy to be an active member in social organizations such as women's club, community association, etc.                                 | ( ) | ( ) |
| 43. I tend to have difficulty in taking to persons whom I meet first time.  | ( ) | ( ) |
| 44. I feel at ease in company of others though I do not know them.  | ( ) | ( ) |
| 45. I generally take lead in group activities.  | ( ) | ( ) |
| 46. I tend to keep myself in background during social occasions.  | ( ) | ( ) |
| 47. At social parties or other such functions, I am more likely to sit by myself or with a person or two, rather than to join with the whole group. | ( ) | ( ) |

PART V ( Introversion - Extraversion Inventory )

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- |   | Yes | No  |
|---|-----|-----|
| 48. While in trains or tours, I often get to talk with strangers.                                     | ( ) | ( ) |
| 49. Whenever possible I avoid being in a group.   | ( ) | ( ) |
| 50. I have a tendency to feel easily embarrassed.   | ( ) | ( ) |
| 51. I am a talkative and outgoing person.   | ( ) | ( ) |
| 52. I like to be with people a great deal.  | ( ) | ( ) |
| 53. I am considered to be a reserved person.  | ( ) | ( ) |
| 54. I always enjoy to be with a group of people who joke and chitchat.                                | ( ) | ( ) |
| 55. I am a 'stay at home' rather than 'gad about' type of person.                                     | ( ) | ( ) |
| 56. When travelling I like to read or enjoy the scenery outside than to talk to fellow passengers.    | ( ) | ( ) |
| 57. I make friends quickly and easily.  | ( ) | ( ) |
| 58. I find talking to or sharing with others more enjoyable than keeping to myself.                   | ( ) | ( ) |
| 59. Criticism or scolding hurts me terribly.  | ( ) | ( ) |
| 60. I would not feel embarrassed to initiate a discussion or express my opinion in a group of people. | ( ) | ( ) |

PART VI ( Radicalism - Conservatism Scale )

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- |   | Yes | No |
|---|-----|----|
| 61. I think the old educational system which believed in "spare the rod and spoil the child" was better than the modern educational system. |     |    |

## PART VI ( Radicalism - Conservatism Scale )

	Yes	No
62. Child marriage, purdah-system and enforced widowhood are great social evils.	( )	( )
63. Democracy is a force; I believe in divine rights of kings who brought prosperity to the country.	( )	( )
64. Practice of dowry should be practically done away with.	( )	( )
65. Parents have a right to select mates for their children's marriage.	( )	( )
66. Community dinners following death should be discouraged.	( )	( )
67. Women should be socially and economically independent.	( )	( )
68. Girls do not need to go for higher education; they should be better housewives to run the kitchen.	( )	( )
69. Small Pox is a divine wrath; 'Baliala Dev' should be worshipped in such conditions.	( )	( )
70. I believe laws regarding divorce should be more relaxed; they should be based more on mutual consent.	( )	( )
71. Love marriages amongst educated youth have been increasing, parents need to accept them.	( )	( )
72. I believe every parent must have a son, since it is the son who is said to protect the souls of the deceased father and ancestors from hell.	( )	( )

## PART VI ( Radicalism - Conservatism Scale )

	Yes	No
73. Young boys and girls should be given sex education; it promotes healthy sex life.	( )	( )
74. Untouchables like others should have full freedom to enter religious temples, community centres and restaurants.	( )	( )
75. Remarriage is a sin for a woman.	( )	( )
76. I believe women should observe seclusion during menstruation.	( )	( )
77. I advocate co-education; separate schools and colleges for girls tend to increase problems of later maladjustment.	( )	( )
78. I believe in observing fast on religious days like 'Ekadashi', 'Janmashthami', 'Poornima', etc.	( )	( )
79. Grown up boys and girls should not be allowed to mix freely with one another; freedom may increase immorality.	( )	( )
80. I believe that with the advance in time, we should not object if the young generation adopt modern fashions in narrow cut, tight and transparent or sex-appealing dress.	( )	( )

## PART VII ( Neuroticism Scale )

81. I am slow in making up my mind for taking decisions.	( )	( )
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## PART VII ( Neuroticism Scale )

	Yes	No
82. I sometimes get feelings of guilt or remorse over quite small matters.	( )	( )
83. I feel anxious about something or the other.	( )	( )
84. At times I think I am no good at all.	( )	( )
85. Useless thoughts come in my mind repeatedly.	( )	( )
86. I often commit mistakes due to worried and tension.	( )	( )
87. I sometimes feel I am less efficient in comparison to others.	( )	( )
88. At times my mind seems to work more slowly than others.	( )	( )
89. I brood a great deal.	( )	( )
90. I often get spells of depression and frustrations.	( )	( )
91. I am inclined to worry when there is no sufficient reason to do so.	( )	( )
92. I get tired easily.	( )	( )
93. Almost everyday there occurs something or the other which makes me frightened and anxious.	( )	( )
94. I am a failure in many of the things I do.	( )	( )
95. Sometimes I enjoy hurting persons I love.	( )	( )
96. I occasionally have periods of extreme feelings of either anger or quietude, or high or low spirits for no sufficient reason.	( )	( )

## PART VII ( Neuroticism Scale )

	Yes	No
97. No one seems to understand me.	( )	( )
98. In my social dealings, I am sometimes troubled by a sense of inferiority, for which there is no real cause.	( )	( )
99. I often suffer from sleeplessness.	( )	( )
100. Even when I am with people I feel lonely much of the time.	( )	( )
101. I often get into state of excitement.	( )	( )
102. I sometimes get awakened in night and worry without knowing why.	( )	( )
103. I find difficulty in concentrating on my work.	( )	( )
104. I often become absent minded.	( )	( )
105. I often feel that my friends and relatives gossip about me at my back.	( )	( )

## PART VIII ( Hostility or Aggressiveness Scale )

106. I always go ahead boldly, I have full confidence in myself.	( )	( )
107. I must acknowledge that I often get irritated or became much dejected.	( )	( )
108. I can confidently say that I can take decisions promptly in any situation.	( )	( )
109. Everybody cannot be perfect, I feel that I also lack in something.	( )	( )

## PART VIII ( Hostility of Aggressiveness Scale )

- |   | Yes | No  |
|---|-----|-----|
| 110. I do not get nervous due to fear of failure in any work, I can undertake any work howsoever difficult or full of responsibility it may be.   | ( ) | ( ) |
| 111. No one likes to let go an opportunity. What is wrong in usurping something if favourable ? Use the opportunity as it presents itself.  | ( ) | ( ) |
| 112. When a number of people find fault with them I become doubtful about my ways of thinking and acting.   | ( ) | ( ) |
| 113. People may of jealousy tell anything, but I am sure that I am honest in my purpose in every understanding of mine.   | ( ) | ( ) |
| 114. When I feel that someone is wronged by me, my conscience continuous to bite.   | ( ) | ( ) |
| 115. I never get upset as to its consequences not do I repeat after something improper is done. I go ahead believing that what is done is done rightly.                                     | ( ) | ( ) |
| 116. I at least observe that people even today have feelings of goodness and benevolence to others.   | ( ) | ( ) |
| 117. Most of the people in this age have a tendency to exaggerate and bluff in order to show themselves off, and strangely such people are listened to and believed in what can we do now ? | ( ) | ( ) |

## PART VIII ( Hostility of Aggressiveness Scale )

- |   | Yes | No  |
|---|-----|-----|
| 118. It has been almost a rule now-a-days to flatter, to censure others, to speak baseless rumours, all this only to gain some selfish and or to secure some position. If others lend their cars and encourage this, how can we blame those who indulge in this ? | ( ) | ( ) |
| 119. Whom to confide in ? Whom to talk to ? The educated as well as uneducated are all the same. None seems to be guided by scruples or principles when overpowered with selfishness. Crows are black everywhere.   | ( ) | ( ) |
| 120. I have experienced that there are people who do not hesitate to cause harm worth a pound to others if they can gain something worth even a pence thereby.  | ( ) | ( ) |
| 121. In my dealing with others I sometimes come across people with whom I get so much exasperated and amazed that I feel to send them immediately behind the bars.  | ( ) | ( ) |
| 122. Sometimes people go to such an inconceivable length of resorting to frandulous practices in order to gain their selfish end or to degrade others it would be fair to shoot them at once.   | ( ) | ( ) |

## PART VIII ( Hostility of Aggressiveness Scale )

- |   | Yes | No  |
|---|-----|-----|
| 123. Now-a-days, whenever you cast your eye, you will find some acts of selfishness, revange, deception, corruption, black-marketing, rowdism, harassment, or even homicide tendencies. Such opportunistic mischief-mongers should be exposed and hanged. | ( ) | ( ) |
| 124. I rejoice in harrasing or taking revange on others.  | ( ) | ( ) |
| 125. I cannot tolerate injustice anywhere, and hence I involve myself and enter into conflicts of some sort. Thus, a number of complaints against me often reported to my superiors or elders.  | ( ) | ( ) |
| 126. I sometimes get obsessions to resort to breaking and damaging things.  | ( ) | ( ) |
| 127. I continuously hear that others backbite me, pursue me.  | ( ) | ( ) |
| 128. I would have been indeed more successful if others were not coming in my way or if they were not revengeful to me.   | ( ) | ( ) |
| 129. It appears to me that others are plotting to deprive me of my belongings.  | ( ) | ( ) |
| 130. I have indeed so much knowledge, ability and prosperity that people feeling nervous and jealous of me try to degrade me.   | ( ) | ( ) |

## PART VIII ( Hostility of Aggressiveness Scale )

- |   | Yes | No  |
|---|-----|-----|
| 131. Somehow I fear that I lead a useless and burdensome life, Why should I prolong?  | ( ) | ( ) |
| 132. I am afraid that I am sinful and suffer for my sins.   | ( ) | ( ) |
| 133. I am almost broken down by the heavy load and drudgery of work as well as a series of failures due to ill intervention of someone. I think I should leave for some place far away. | ( ) | ( ) |
| 134. I cannot withstand all types of baseless allegations and loose criticism at me hurled by the opponants and competitors. Suicide seems to be the only wayout.                       | ( ) | ( ) |
| 135. I would prefer to escape from the hard realities of life rather than face them.  | ( ) | ( ) |

## PART IX ( Emotional Stability Scale )

- |   |     |     |
|---|-----|-----|
| 136. I am happy most of the time.                           | ( ) | ( ) |
| 137. The sight of blood frightens me or makes me sick.      | ( ) | ( ) |
| 138. My health is good as it should be.                     | ( ) | ( ) |
| 139. I have a good appetite.                                | ( ) | ( ) |
| 140. I make a good impression upon my relatives or friends. | ( ) | ( ) |
| 141. Usually I am active throughout the day.                | ( ) | ( ) |
| 142. I feel strong while facing difficulties in life.       | ( ) | ( ) |

## PART IX ( Emotional Stability Scale )

	Yes	No
143. I sometimes have a tendency to shirk my responsibility of work under some excuse or the other, when I face difficulties in work undertaken.	( )	( )
144. Sometimes I think to commit suicide under heavy mental tension.	( )	( )
145. I often worry that I shall be ill.	( )	( )

## PART X ( Honesty - Dishonesty Scale )

146. I believe anyone would tell a lie to keep out of trouble.	( )	( )
147. I have never made use of influence of anyone for any purpose.	( )	( )
148. I act according to my convenience; I do not much bother for rules and regulations.	( )	( )
149. I never get bad ideas or thoughts.	( )	( )
150. I sometimes do not buy the ticket if the bus conductor forgets to ask for the ticket.	( )	( )
151. I never listen to confidential talks of others.	( )	( )
152. I sometimes bluff in order to impress others.	( )	( )
153. I have never cheated anyone in life.	( )	( )
154. When I get the opportunity I fell like teasing or playing mischief with members of the opposite sex.	( )	( )
155. I have never been in trouble with law.	( )	( )

## PART XI (Masculinity - Feminity Scale).

	Yes	No
156. I am fond of tailoring and embroidery work.	( )	( )
157. I often tend to cry rather than oppose.	( )	( )
158. I like participating in light sports and activities more than heavy muscle games.	( )	( )
159. I am more fond of outdoor games than indoor games.	( )	( )
160. I feel I should go for mountaineering or hunting.	( )	( )
161. I am often upset and disturbed when someone is sick in the family or neighbours.	( )	( )
162. I very much like horse-riding or motor driving.	( )	( )
163. I like risky and energetic work.	( )	( )
164. I like life which is full of thrilling and challenging experiences.	( )	( )
165. I like business or contractor's work.	( )	( )
166. I like games that require less physical energy.	( )	( )
167. I take more time in make-up and dress-up in getting ready while going out.	( )	( )
168. I am very sensitive even to small happenings.	( )	( )
169. I like to be a soldier or a fighter to protect others.	( )	( )
170. I like work that requires engineering or mechanic's skills.	( )	( )

## PART XI ( Masculinity - Feminity Scale )

	Yes	No
171. I sometimes feel I am about to go to pieces.	( )	( )
172. I am fond of music and dancing.	( )	( )
173. I like very much athletic and gymnastic activities involving running, wrestling, etc.	( )	( )
174. I like quiet and peaceful rather than adventurous life.	( )	( )
175. I tend to assert, dominate or argue rather than submit endure and accept blindly.	( )	( )

## PART XII ( Sex Interest Inventory )

176. Whenever I get the opportunity to teach, guide or help members of opposite sex, I would be more enthusiastic.	( )	( )
177. I like to talk about sex.	( )	( )
178. I like to see sexy pictures.	( )	( )
179. I feel I have soft corner for members of the opposite sex.	( )	( )
180. As far as possible I would avoid company of members of the opposite sex.	( )	( )
181. My sex interest and behaviour could be considered that of a highly sexual person.	( )	( )
182. I am attracted much to the members of the opposite sex.	( )	( )
183. I feel shy to approach opposite sex even when I earnestly need it.	( )	( )

## PART XII ( Sex Interest Inventory )

	Yes	No
184. I would give priority to news related to sex.	( )	( )
185. Even getting little encouragement or recognition by opposite sex arouses my sex urges.	( )	( )

## PART XIII ( Rigidity - Flexibility Scale )

186. I never make judgements about people unless I am sure about the facts.	( )	( )
187. I am in favour of a very strict enforcement of all laws, no matter what the consequences are.	( )	( )
188. It bothers me much and long when something unexpected interrupt my daily routine.	( )	( )
189. When I get bored I like to stir up some excitement.	( )	( )
190. People who are unsure and uncertain about things make me feel uncomfortable.	( )	( )
191. I am a slow worker usually, generally I work slowly after thinking over the issues well.	( )	( )
192. I think I am stricter and more exact than most people about right and wrong.	( )	( )
193. I would always like to see to it that every work is carefully planned before and organised.	( )	( )
194. I like to read articles on crimes.	( )	( )

## PART XIII ( Rigidity - Flexibility Scale )

	Yes	No
195. I often feel sorry because I am cross and grouchy.	( )	( )
196. My parents often disapproves of my friends.	( )	( )
197. A strong person will be able to make up his mind even on the most difficult questions.	( )	( )
198. I have never been in trouble with law.	( )	( )
199. A person who does not vote is not a good citizen.	( )	( )
200. I do not like to work on a problem unless there is a possibility of coming out with a clearcut easy answer.	( )	( )
201. When prices are high, you can't blame a person for getting all he can while the getting is good.	( )	( )
202. For most questions there is just one right answer, once a person is able to get all the facts.	( )	( )
203. The trouble with most people is that they don't take things seriously.	( )	( )
204. It is hard for me to act natural when I am with new people.	( )	( )
205. I often start w things I never finish.	( )	( )
206. I set high standards for myself and feel others also should do the same.	( )	( )
207. Most of the arguments or quarrels I get into are the matters of principle.	( )	( )

## PART XIII ( Rigidity - Flexibility Scale )

- |   | Yes | No  |
|---|-----|-----|
| 208. Every citizen should spare the time to work for national affairs even if it means giving up some personal pleasure.                        | ( ) | ( ) |
| 209. When a person 'pads' his income tax report so as to get out of some of his taxes, it is just as bad as stealing money from the Government. | ( ) | ( ) |
| 210. It is alright to get around the law if you don't actually break it.  | ( ) | ( ) |
| 211. Once I have made up my mind, I seldom change it.   | ( ) | ( ) |
| 212. People grumble a lot about getting less pay, but I think they get as they deserve.   | ( ) | ( ) |
| 213. We can think a lot better if we don't use words like probably, appropriately, perhaps, may be, etc.  | ( ) | ( ) |
| 214. I like to have a place for everything in its place.  | ( ) | ( ) |
| 215. A large number of people are guilty of bad sexual conduct.   | ( ) | ( ) |
| 216. May be some minority groups do get rough treatment, but it is no business of mine.   | ( ) | ( ) |
| 217. I find that a well - ordered mode of life with regular hours of work and an established routine is best suited for my temperament.         | ( ) | ( ) |
| 218. When I work on a committee, I like to take charge of things.   | ( ) | ( ) |

## PART XIII ( Rigidity - Flexibility Scale )

- |   | Yes | No  |
|---|-----|-----|
| 219. It is hard for me to sympathize with a person who is always doubtful and unsure about things.    | ( ) | ( ) |
| 220. I have a strong inclination to finish whatever I am doing inspite of being tired or interrupted. | ( ) | ( ) |

## PART XIV ( Suggestibility Scale )

- |  |     |     |
|--|-----|-----|
| 221. I often shed tears on seeing the tragic scenes in drama or cinema.  | ( ) | ( ) |
| 222. I am never carried away by the high talks of anybody. I at once make out when somebody bluffs.  | ( ) | ( ) |
| 223. I feel nervous observing misery, wounds or flow of blood.   | ( ) | ( ) |
| 224. I do not fully believe in stories about ghosts, but I think there is some truth in it.  | ( ) | ( ) |
| 225. While reading a book, I often identify myself with the hero or the heroine in his or her experience.  | ( ) | ( ) |
| 226. When someone narrates his own experiences or describes the deeds of heroism, I patiently listen to him, but before I believe in it, I try to ascertain the facts by asking counter questions. | ( ) | ( ) |
| 227. I always sympathise with the holy persons or beggars begging alms and narrating their difficulties, and try to offer them something with full faith in what they say.                         | ( ) | ( ) |

## PART XIV ( Suggestibility Scale )

- |  | Yes | No  |
|--|-----|-----|
| 228. I at once look through the manipulations, persuasion or incentives offered by the hawkers trying to sell their goods in the streets or in trains.                           | ( ) | ( ) |
| 229. I generally believe in anyone trying to narrate to me something innocently. He will reap the fruits if he tells lies. We should trust all.                                  | ( ) | ( ) |
| 230. My friends often makes all attempts to persuade me to join their party, to exploit me or to say "yes" to all the demands, but I am equally tactful and do not easily yield. | ( ) | ( ) |
| 231. I have hardly any faith in predictions of astrologers or palmists.  | ( ) | ( ) |
| 232. In this age of science, most of the diseases are cured by medical treatment, yet some unyielding diseases can be healed by black enchantations of witch-crafts.             | ( ) | ( ) |
| 233. Attention-getting occurances, strange incident or stories of miracles printed in newspapers are mostly exaggerated manipulations of fertile brains.                         | ( ) | ( ) |
| 234. I don't think that whatever the elderly people say is always right.   | ( ) | ( ) |
| 235. I often like to adopt the new ways and fashions. One should always do what all others do; without being isolated.   | ( ) | ( ) |

## PART XIV ( Suggestibility Scale )

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	Yes	No
236. I easily make out when someone tries to befool me or cheat me.	( )	( )
237. I listen to all, but I am not led away by anybody. I am not guided away like sheeps to do what others do.	( )	( )
238. I am easily carried away with the elegant speech of someone and feel to join with him in his movement.	( )	( )
239. Mostly I have full faith in all, one should do what majority says, one cannot achieve anything by arguments or opposition.	( )	( )
240. It is generally difficult to make me talk or change my mind.	( )	( )

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