

My Personality Assessment

PERSONALITY SCORE

44-27-88-22-91

- You have a need for other people to like and admire you, and yet you tend to be critical of yourself. While you have some personality weaknesses you are generally able to compensate for them. You have considerable unused capacity that you have not turned to your advantage. Disciplined and self-controlled on the outside, you tend to be worrisome and insecure on the inside. At times you have serious doubts as to whether you have made the right decision or done the right thing. You prefer a certain amount of change and variety and become dissatisfied when hemmed in by restrictions and limitations. You also pride yourself as an independent thinker; and do not accept others' statements without satisfactory proof. But you have found it unwise to be too frank in revealing yourself to others. At times you are extroverted, affable, and sociable, while at other times you are introverted, wary, and reserved. Some of your aspirations tend to be rather unrealistic.

The Barnum Effect



"There's a sucker born every minute."
-- P.T. Barnum, circus ringmaster

The Barnum Effect

- sometimes called the Forer effect (Forer, 1949)
- statements taken from a newsstand astrology book
- on a scale of 0 (poor) to 5 (perfect), students rated assessment a 4.3
- replicated in 1970s and 1980s (average = 4.2)

Sample horoscope:

You will find it difficult to deal with personal issues today. Be direct and positive when dealing with others. Don't neglect the ones you care about most.

The Barnum Effect in action



"You are trustworthy, loyal, helpful, friendly, courteous, kind, obedient, cheerful, thrifty, brave, clean, reverent."

Big Five Tests

- The items on the personality test you took really came from a test of the Big Five and birth order on this web site:
- <http://www.outofservice.com/bigfive/>
- Try it yourself to get real personality test results (it might also be interesting to hang on to a copy and try it again in 10 years)

