

# Natural Personality Questionnaire (NPQ®)

**Directions:** First, circle the letter of the word or phrase that **best** describes you. When finished, transfer your answers to the scoring grid below, by checking off the corresponding letter answer box. Note that the grid reads left to right. Next, add up the number of check marks in each column. Finally, circle the letter below the higher score in each of the four double-columns noted by the Roman numerals. The four letters circled identify your core temperament and personality type.\*

1. a) Outgoing  
b) Reserved
2. a) What is known  
b) What is possible
3. a) Logical, analytical  
b) Empathic, accommodating
4. a) Planned  
b) Spontaneous
5. a) Energized more by interactions with others  
b) Energized more by introspection
6. a) Facts  
b) Ideas
7. a) Straightforward, frank  
b) Tactful, encouraging
8. a) Structure  
b) Improvise
9. a) External focus  
b) Internal focus
10. a) Solid  
b) Abstract
11. a) Firm and just  
b) Flexible and conciliatory
12. a) Anticipate  
b) React
13. a) Initiate, engage  
b) Reflect, respond
14. a) Practical  
b) Innovative
15. a) Tough-minded, objectively fair  
b) Sympathetic, subjectively fair
16. a) Systematic  
b) Open-ended
17. a) Talk about it  
b) Think about it
18. a) Detail oriented  
b) Big picture oriented
19. a) Thinking  
b) Feeling
20. a) Like to know what is going to happen & when  
b) Like to 'wait and see'
21. a) External acknowledgements very important  
b) Introspective conclusions very important
22. a) Assign literal meanings to words  
b) Like puns & exploring alternate meanings for words
23. a) Fair minded  
b) Compassionate
24. a) Have a good sense of time needed to complete tasks  
b) Often rushed at last moment to complete tasks
25. a) Often seek interaction with others with free time  
b) Often spend free time in solitary pursuits
26. a) Rely on past experience to deal with current realities  
b) Rely on intuition drawn from possible meanings to deal with current realities
27. a) Competent  
b) Sympathetic
28. a) Predict and prepare  
b) Adjust as events play out

Q#.	I		Q#.	II		Q#.	III		Q#.	IV	
	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.		
Total ✓'s			Total ✓'s			Total ✓'s			Total ✓'s		
- Circle Letter	E	I	- Circle Letter	S	N	- Circle Letter	T	F	- Circle Letter	J	P

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