

Michael Bowman meets Jordan B. Peterson (Personality Test)

Michael, you have just completed assessing yourself with 100 phrases. Our systems have compared your-self-ratings to those of thousands of other people. You are being compared to men and women of all ages. This means that if you are young, your scores on neuroticism will be higher and on agreeableness and conscientiousness will be lower than if you were compared to people of your own age (with the reverse being true for older individuals). For men, their scores on agreeableness and on neuroticism will be lower than if they were just being compared to men. We decided to make the comparisons simple, so that you know where you stand in comparison to the typical person (with age and sex regarded as irrelevant).

Here are your results: You will see below where you stand in comparison to others in the general population on the major traits and their aspects:

- Agreeableness: Compassion and Politeness
- Conscientiousness: Industriousness and Orderliness
- Extraversion: Enthusiasm and Assertiveness
- Neuroticism: Withdrawal and Volatility
- Openness to Experience: Openness and Intellect

Remember that each personality trait and aspect (and your relative position with respect to them) has advantages and disadvantages. It is for that reason that variation exists in the human population: there is a niche for each personality configuration. Much of what constitutes success in life is therefore the consequence of finding the place in relationships, work and personal commitment that corresponds to your unique personality structure. Good luck with your expanded self-understanding! Note also that if you find that the descriptions harsher than you might consider appropriate this may mean that you were more self-critical than necessary when completing the questions (remember, the results are based on your own self-report, compared to that of others). This can occur if you were feeling temporarily or chronically unhappy or anxious, or hungry, angry or judgmental when you completed the questions.

Agreeableness: Moderately High

You are moderately high in agreeableness, which is the primary dimension of Interpersonal interaction in the Big Five personality trait scientific model. Agreeableness has two aspects: compassion and politeness, which will be explained separately. Agreeableness is a very complex trait, with marked positive and negative elements all along its distribution. Because of this, higher scores and lower scores need to be explained at the same time.

People high in agreeableness are nice: compliant, nurturing, kind, naively trusting and conciliatory. However, because of their tendency to avoid conflict, they often dissemble and hide what they think. People low in agreeableness are not so nice: stubborn, dominant, harsh, skeptical, competitive and, in the extreme, even predatory. However, they tend to be straightforward, even blunt, so you know where they stand.

Your score puts you at the 74th percentile for agreeableness. If you were one of 100 people in a room, you would be more agreeable than 74 of them and less agreeable than 25 of them.

AGREEABLENESS: 74th percentile

You are more agreeable than 74 of 100 people

People with moderately high levels of agreeableness are seen by others as cooperative, warm and considerate. They are likely to look for and even sometimes to see the best in others, and are interpersonally tolerant (an attitude that is much valued by agreeable people). They do not like seeing someone's feelings get hurt, and are concerned about the emotional state of others, preferring peace and harmony. They tend somewhat towards submissiveness, rather than dominance (particularly if also below average in neuroticism).

People with moderately high levels of agreeableness are somewhat forgiving, accepting, flexible, gentle and patient. They tend to feel pity for those who are excluded, punished or defeated. They generally feel that people should work cooperatively, and are somewhat skeptical of competition, with its losers and winners. However, moderately agreeable people have to be careful not to be taken advantage of, particularly by disagreeable people, including those with criminal or predatory intent. They may also find it somewhat difficult to engage in arguments (and may even avoid discussions) with less agreeable people. They have to work at bargaining for themselves, or at negotiating for more recognition or power. They may have somewhat lower salaries and earn less money, in consequence. All of this can produce a tendency to resentment and hidden anger, particularly among those who are also high in neuroticism. Furthermore, because of their tendency to avoid or reduce conflict, moderately agreeable people may be tempted to sacrifice medium- to long-term stability and function for the sake of short-term peace. This can mean that problems that should be solved in the present can accumulate counterproductively across time.

Women are higher in agreeableness than men. The mean percentile for women in a general population (women and men) is 61.5. For men it is 38.5. The fact that men are lower in agreeableness than women helps explain their much higher rates of criminal incarceration (90% male). The primary difference between criminals and non-criminals is disagreeableness. If the typical criminal is more disagreeable than 98% of people in the general population, then almost all those criminals will be male. This difference in agreeableness between men and women is largest in countries such as Norway and Sweden, where the most has been done to ensure equality of outcome between the sexes. This provides strong evidence that biological factors rather than environment and learning account for the dissimilarity.

Agreeableness, per se, is not strongly associated with political liberalism or conservatism, but this is because the aspects of agreeableness predict such political belief in opposite ways, and cancel each other out. Liberals are higher in aspect compassion, and conservatives in aspect politeness. However, alliance with the category of belief that has come to be known as politically correct is strongly predicted by agreeableness (particularly compassion). What this appears to mean is that agreeable people strongly identify with those they deem oppressed, seeing them, essentially, as exploited infants, and demonize those they see as oppressors, seeing them as cruel, heartless predators. There are large differences between men and women in terms of spontaneous interest, and these also appear associated with agreeableness. Agreeable people, caring as they do for others, are more likely to enter professions associated with people, such as teaching and nursing, which are dominated by women. This is true even in the Scandinavian countries, where attempts to produce gender-equal societies has reached a maximum. Disagreeable people, by contrast, appear to prefer systematizing over empathizing, and are more interested in things – machines and technology. In consequence, professions such as engineering and trades associated with construction and machinery tend to be dominated by relatively disagreeable men.

Agreeableness has two aspects: compassion and politeness.

Compassion: Very High

You are very high in compassion, which is one aspect of Agreeableness. Your score puts you at the 91st percentile for compassion. If you were one of 100 people in a room, you would be more compassionate than 91 of them and less compassionate than 8 of them.

Very compassionate people are primarily interested in the problems of other people, and other living things. They are strikingly concerned about helping other people avoid negative emotion. They constantly make time and do kind things for others, even when doing so interferes with fulfilling their own needs and interests. They have a very soft side. Other people consider them sympathetic and nice, and will turn to them remarkably often for a listening ear. They are very empathetic and caring. However, because they are so other-oriented, they find it remarkably difficult to negotiate on their own behalf, and may not get what they deserve (for their hard work, for example). This can lead to intense resentment.

COMPASSION: 91st percentile

You are more compassionate than 91 of 100 people

Those who are liberal, politically, score somewhat higher in compassion than conservatives.

Women are also higher in compassion than men. The mean percentile for women in a general population (women and men) is 61. For men it is 39.

Politeness: Moderately Low

You are moderately low in politeness, which is one aspect of Agreeableness. Your score puts you at the 38th percentile for politeness. If you were one of 100 people in a room, you would be less polite than 61 of them and more polite than 38 of them.

People who are moderately low in politeness are not particularly deferential to authority – nor are they markedly obedient. They can be respectful, but only to people who clearly deserve it, and they are willing to push back when challenged. They are not particularly uncomfortable confronting other people. People moderately low in politeness are not particularly motivated to avoid conflict, or to steer clear of conflict or fights.

POLITENESS: 38th percentile

You are less polite than 61 of 100 people

Those who are liberal, politically, score somewhat lower in politeness than conservatives (the opposite pattern is seen with compassion).

Women are higher in politeness than men. The mean percentile for women in a general population (women and men) is 59. For men it is 41.

Conscientiousness: High

You are high in conscientiousness, which is the primary dimension of dutiful achievement in the Big Five personality trait scientific model. Conscientiousness is a measure of obligation, attention to detail, hard work, persistence, cleanliness, efficiency and adherence to rules, standards and processes. Conscientious people implement their plans and establish and maintain order.

Your score puts you at the 87th percentile for conscientiousness. If you were one of 100 people in a room, you would be more conscientious than 87 of them and less conscientious than 12 of them.

People high in conscientiousness are dutiful. They slog away until the work is done. They work hard and dislike wasting time. They are unlikely to procrastinate (particularly if they are also below average in neuroticism). If a highly conscientious person promises to do something, he or she will

probably do it, even in troubled circumstances, without excuses. They are decisive, neat, organized, future-oriented, reliable and not easily distracted.

CONSCIENTIOUSNESS: 87th percentile

You are more conscientious than 87 of 100 people

Highly conscientious people are likely to obtain higher grades in academic settings (particularly if they are also intelligent), and make good administrators and managers. They need to have everything in its proper place, and tend to be concerned with detail. They want to do things by the book. Highly conscientious people can be prone to guilt (although they are likely to organize their lives so that they have little to feel guilty about). Highly conscientious people are also susceptible to shame, self-disgust and self-contempt.

Individuals who are highly conscientious can react badly to failure (particularly if they are also above average in neuroticism). They are judgemental and easily disgusted by their own moral transgressions, as well as those of others. They suffer shame and guilt when unemployed or otherwise unoccupied, even when that occurs through no fault of their own. Highly conscientious people are also fundamentally committed to personal responsibility. They tend to be convinced that those who work hard should and will be rewarded, and that those who don't deserve their failure. They are more concerned than average with hygiene, moral purity and achievement. They can tend towards micro-management and control.

Highly conscientious people are more likely to be political conservatives, rather than liberal (particularly if they are also low in openness).

Women are very slightly more conscientious than men. The mean percentile for women in a general population (women and men) is 51.5. For men it is 49.5.

Conscientiousness has two aspects: industriousness and orderliness.

Industriousness: High

You are high in industriousness, which is one aspect of conscientiousness. Your score puts you at the 77th percentile for industriousness. If you were one of 100 people in a room, you would be more industrious than 77 of them and less industrious than 22 of them.

Highly industrious people are likely to be successful in school and in administrative and managerial positions (particularly if they are intelligent). They value work highly and typically want to be doing something useful. They are dutiful, and tend not to put things off. They do not often mess things up. They always finish what they start, and they do it on schedule. They are frequently figuring out how to accomplish more in less time, with fewer resources. They have focus.

INDUSTRIOUSNESS: 77th percentile

You are more industrious than 77 of 100 people

Highly industrious people are also likely to judge shirkers or people who are incompetent quite harshly, and to want them out of the way. They are likely to believe that people fail because they don't apply themselves or work hard enough. They feel guilty, rapidly, if they do not do their duty. However, because they typically stay on or ahead of schedule and accept their responsibilities, they rarely experience actual guilt.

Those who are liberal and those who are conservatives appear equally industrious.

Men are slightly more industrious than women. The mean percentile for men in a general population (women and men) is 51.5. For women it is 49.5.

Orderliness: High

You are high in orderliness, which is one aspect of conscientiousness. Your score puts you at the 88th percentile for orderliness. If you were one of 100 people in a room, you would be more orderly than 88 of them and less orderly than 11 of them.

Highly orderly people tend to be disturbed and disgusted by mess and chaos. They keep everything tidy and organized. They tend to think in more black and white terms: things are good or bad, acceptable or unacceptable, with little room for grey areas. They make, like and stick to schedules. They want everything where it should be – and want to make sure it stays where it belongs. They are detail-oriented. They are rule-abiding, and tend to insist that rules are observed. They can be judgmental towards themselves and others if and when rules are broken or procedures ignored. They do not like to be without routine and predictability. They can be good at ensuring that complex sensitive processes are managed properly and carefully.

ORDERLINESS: 88th percentile

You are more orderly than 88 of 100 people

Excessive orderliness can also constrain creativity (even among those high in openness) as creative endeavours often require mess, disruption and intervening periods of chaos.

Those who are highly orderly are also more likely to be political conservatives. Orderliness is the second-best predictor of conservatism, after openness to experience.

Women are more orderly than men. The mean percentile for women in a general population (women and men) is 54.5. For men it is 45.5. This may account for some of the trouble in relation to housework between women and men. Since women are, on average, more orderly, household disorder will trigger disgust and discomfort in them faster. This may happen with sufficient frequency so they end up doing a disproportionate share of such work (even though if they waited a bit longer their less orderly partners, often men, might end up equally troubled and motivated to fix the problem). Orderly people are more likely to have items such as event calendars, drawer organizers, laundry baskets, irons and ironing boards in their immediate environments.

Extraversion: High

You are high in extraversion, which is the primary dimension of positive emotion in the Big Five personality trait scientific model. Extraversion is a measure of general sensitivity to positive emotions such as hope, joy, anticipation and approach, particularly in social situations.

Your score puts you at the 86th percentile for extraversion. If you were one of 100 people in a room, you would be more extraverted than 86 of them and less extraverted than 13 of them.

People with high levels of extraversion are comparatively enthusiastic, talkative, assertive in social situations, and gregarious. They are typically energized by social contact, and crave it. They take great pleasure in planning parties, telling jokes, making people laugh, and taking part in community activities. They are likely to have positive memories of the past, high levels of current self-esteem (particularly if they are low in neuroticism), and to feel positive and optimistic about the future.

EXTRAVERSION: 86th percentile

You are more extraverted than 86 of 100 people

People who are highly extraverted have a difficult time keeping things to themselves, and tend to tell everyone everything. They are self-disclosing (particularly if also high in neuroticism) and they warm up quickly to other people. They tend to speak first and most often in meetings. They can be captivating and convincing. They will often be the first to act.

People who are high in extraversion make enthusiastic employees, and are well-suited to jobs involving sales, persuasion, work in groups and public speaking (particularly, once again, if they are low in neuroticism). They are not as suited to occupations that require a lot of isolated work (such as computer programming or accounting).

People high in extraversion can also be impulsive, particularly when it comes to having fun in social situations. They are more likely than average to sacrifice the future to the present, when something social or group-oriented beckons. It is somewhat difficult for them to be alone and to study and work. They can be easily distracted by opportunities to chat, joke and socialize. This is particularly the case if they are also low in conscientiousness. When individuals are extraverted and conscientious, they are more productive than if they are introverted and conscientious. However, when they are introverted and unconscientious, they are more productive than they are when they are extroverted and unconscientious.

People high in extraversion are more dominant in social situations, particularly if they are also low in agreeableness. Less agreeable extraverts tend to be self-centered – something that can be made worse if they are also low in conscientiousness.

Those who are politically liberal are slightly less extraverted than conservatives.

Women are slightly more extraverted than men. The mean percentile for women in a general population (women and men) is 52. For men it is 48.

Extraversion has two aspects: Enthusiasm and Assertiveness.

Enthusiasm: Moderately High

You are moderately high in enthusiasm, which is one aspect of extraversion. Your score puts you at the 64th percentile for enthusiasm. If you were one of 100 people in a room, you would be more enthusiastic than 64 of them and less enthusiastic than 35 of them.

Individuals moderately high in enthusiasm are somewhat excitable, happy and easier to get to know. They will talk more about everything (particularly other people) than the typical person. They laugh or giggle more than average. They would rather spend time around other people than alone, and they tend to like parties. They don't generally keep people at a distance, and are not too concerned with keeping things private. They are comparatively positive and optimistic. They warm up quickly to other people. They like stimulation, excitement, activity and fun. Enthusiastic people are gregarious, encouraging and people-loving, and tend to be quite positive about what might happen next.

ENTHUSIASM: 64th percentile

You are more enthusiastic than 64 of 100 people

Enthusiasm is not strongly associated with political preference, either conservative or liberal.

Women are higher in enthusiasm than men. The mean percentile for women in a general population (women and men) is 55. For men it is 45.

Assertiveness: Very High

You are very high in assertiveness, which is one aspect of extraversion. Your score puts you at the 92nd percentile for assertiveness. If you were one of 100 people in a room, you would be more assertive than 92 of them and less assertive than 7 of them.

Very assertive people are "take charge" types. They put their own opinions forward uncommonly strongly, and tend to dominate and control social situations. Very assertive people can be strikingly influential and captivating. They have the communication style that is often associated with leadership. This is good when they are knowledgeable, competent and able, but not so good when

they aren't. Assertive people are people of action. They don't wait for others to lead the way, but leap in, heedlessly. They can be impulsive, in consequence, and can act without thinking.

ASSERTIVENESS

92nd percentile

You are more assertive than 92 of 100 people

Liberals tend to be slightly less assertive than conservatives.

Women are slightly less assertive than men. The mean percentile for women in a general population (women and men) is 48. For men it is 52.

Neuroticism: Moderately High

You are moderately high in neuroticism, which is the primary dimension of negative emotion in the Big Five personality trait scientific model. Neuroticism is a measure of general sensitivity to negative emotions such as pain, sadness, irritable or defensive anger, fear and anxiety.

Your score puts you at the 76th percentile for neuroticism. If you were one of 100 people in a room, you would be higher in neuroticism than 76 of them and lower in neuroticism than 23 of them.

People with moderately high levels of neuroticism are somewhat more likely to think that things have gone wrong in the past, are going wrong now, and will continue to go wrong into the future.

They are also a bit more likely to be unhappy, anxious and irritable when just thinking or remembering, and when they encounter a genuine problem. They have lower than average levels of self-esteem, particularly when they are also low in extraversion. Neuroticism is a risk factor for anxiety disorders and depression.

NEUROTICISM: 76th percentile

You are higher in neuroticism than 76 of 100 people

Moderately high levels of neuroticism may interfere somewhat with both success and satisfaction in relationships and career, with the strongest effect on relationships. Moderately high levels of neuroticism are associated with slightly more concern about mental and physical health, as well as more physician and emergency room visits, and higher than average levels of absenteeism at work and at school (particularly if accompanied by below average levels of conscientiousness).

People with moderately high levels of neuroticism appear to be somewhat risk-averse, which means they will be less likely to pursue or enjoy recreational, career, financial and social situations where the possibility of loss is high. Such people appear to be concerned with maintaining their current status, rather than enhancing it. Perhaps this is a good strategy in genuinely dangerous or uncertain times.

Neuroticism is not a powerful predictor of political belief, either conservative or liberal.

Females tend to be higher in neuroticism than males. The typical woman is higher in neuroticism than 60% of the general population of men and women combined. In part, this may be why women report more unhappiness in their relationships, at work, in school and with their health than men, on average, and why women initiate 70% of all divorces. This difference in neuroticism between men and women appears to emerge at puberty. It is largest in countries such as Norway and Sweden, where the most has been done to ensure equality of outcome between the sexes. This provides strong evidence that biological factors rather than environment and learning account for the dissimilarity.

Trait neuroticism is made up of the aspects withdrawal and volatility.

Withdrawal: Moderately High

You are moderately high in withdrawal, which is one aspect of neuroticism. Your score puts you at the 67th percentile for withdrawal. If you were one of 100 people in a room, you would be higher in withdrawal than 67 of them and lower in withdrawal than 32 of them.

Individuals moderately high in withdrawal may feel higher than average levels of anticipatory anxiety. This makes it more challenging for them to approach new, uncertain, unexpected, threatening or complex situations. They are somewhat more likely to avoid or withdraw in the face of the unknown and unexpected.

People moderately high in withdrawal are a bit more likely than average to feel sad, lonesome, disappointed and grief-stricken. They tend to somewhat higher levels of doubt and worry, become embarrassed a bit more easily, are self-conscious and may get discouraged more rapidly in the face of threat and punishment. They feel more anticipatory anxiety than the average person. They are somewhat sensitive to social rejection, and can feel more hurt than might be expected. Once hurt, frightened, or anxious, as well, it takes them somewhat longer to recover. Perhaps people moderately high in withdrawal are concerned that something bad might happen, while people moderately high in volatility (the other aspect of neuroticism) suffer more if something bad genuinely does happen. Technically, withdrawal has been associated with activity in the brain systems that regulate passive avoidance.

WITHDRAWAL: 67th percentile

You are higher in withdrawal than 67 of 100 people

Those who are liberal, politically, are slightly higher in withdrawal than conservatives.

Women are higher in withdrawal than men. The mean percentile for women in a general population (women and men) is 60. For men it is 40.

Volatility: High

You are high in volatility, which is one aspect of neuroticism. Your score puts you at the 80th percentile for volatility. If you were one of 100 people in a room, you would be more volatile than 80 of them and less volatile than 19 of them.

Individuals high in volatility tend to vary in their mood. They can be irritable, reacting strongly to disappointment, frustration, pain and the threat of social isolation. They can lash out and are relatively easily annoyed. They are more likely to act out or verbally express their frustration, disappointment and irritability. They can be stirred up and upset and, once angry or irritated, take a longer than average time to calm down. They can be argumentative and lose their composure. They can be provocative in a dispute (particularly if also low in agreeableness). Perhaps people high in volatility get upset if something bad does happen, while people high in withdrawal (the other aspect of neuroticism) suffer from more concern that something bad might happen. Technically, volatility has been associated with activity in the brain systems that regulate fight, flight or freeze.

VOLATILITY: 80th percentile

You are more volatile than 80 of 100 people

Volatility is not strongly related to political preference, either liberal or conservative.

Women are higher in volatility than men. The mean percentile for women in a general population (women and men) is 57.5. For men it is 42.5.

Openness to Experience: Very High

You are very high in openness to experience, which is the primary dimension of creativity, artistic interest and intelligence (particularly verbal intelligence) in the Big Five personality trait scientific

model. Openness to experience is a measure of interest in novelty, art, literature, abstract thinking, philosophy as well as sensitivity to aesthetic emotions and beauty.

Your score puts you at the 92nd percentile for openness to experience. If you were one of 100 people in a room, you would be higher in openness to experience than 92 of them and lower in openness to experience than 7 of them.

People with very high levels of openness to experience are extremely likely to be characterized by others as uncommonly smart, creative, exploratory, intelligent and visionary. They are strikingly interested in learning, and are constantly acquiring new abilities and skills. They are very curious and exploratory. They are very interested in abstract thinking, philosophy, and the meaning of belief systems and ideologies. They will seek out cultural events such as movies, concerts, dance recitals, plays, poetry readings, gallery openings and art shows. They are unusually likely to enjoy writing (or even to be driven to write). They enjoy complex, abstract ideas and love to confront and solve complex, abstract and multi-dimensional problems.

OPENNESS TO EXPERIENCE: 92nd percentile

You are higher in openness to experience than 92 of 100 people

They are uncommonly likely to be prolific readers, with an unusually wide range of interests. They have an uncommonly broad and deep vocabulary. They can think and learn with striking speed. They are frequently proficient at formulating new ideas, and very strongly tend to be articulate (particularly if average or above in extraversion). People very high in openness can see old things in strikingly new ways. They can formulate any single problem in an uncommonly diverse range of ways, and can generate an atypically large number of problem-solving solutions. They will continually seek change, often to make things better, but also just for the sake of change.

People who are very high in openness to experience are not well adapted to and do not do well in situations or occupations that are routinized and predictable. They do not fit in at all well at the bottom of hierarchies. They are uncommonly ill-suited to entry-level, repetitive, rote positions, because they are always thinking up new ways to do things, and such ideas are seldom welcome from someone at the bottom. They are very radical thinkers. They shake things up, particularly if they are also disagreeable and assertive. They are more likely to be revolutionary rebels (particularly if average or below in conscientiousness).

Individuals very high in openness to experience are entrepreneurial in spirit, as well as smart and creative. They have very much higher than average interest in creating new ventures, sometimes for profit, sometimes for curiosity, and sometimes for personal transformation. Very high levels of openness to experience appear necessary to the formation and leadership of business and other forms of complex organization, although conscientiousness appears required for the attention to detail and process management that such organizations also always need.

Because people who are very high in openness to experience tend to be interested in everything, this can make it hard for them to settle on a single path in life, to specialize to a necessary degree, and to create an integrated identity. This is particularly dangerous if they are high in neuroticism and/or low in conscientiousness. People characterized by the combination of high openness to experience and high neuroticism continually undermine their own convictions and beliefs by incessant questioning and make themselves lost and anxious. Open, unconscientious people tend to be "under-achievers" (particularly if also above average in neuroticism). Such people appear to have the capability to succeed, can learn quickly, and are creative, but they seldom implement their ideas.

Openness to experience is the dimension that best predicts political allegiance (with conscientiousness, particularly the aspect of orderliness, coming in at second place). Those who are

liberal, politically, are very much more likely to be high in openness to experience than conservatives. Women and men differ very little in openness to experience at the trait level, although there are differences in the aspect levels.

Trait openness to experience is made up of the aspects of intellect and openness.

Intellect: Exceptionally High

Note: Do not confuse the personality aspect of Intellect with IQ. Intellect is a measure of interest in abstract ideas, essentially, while IQ is a measure of processing speed, verbal ability, working memory, and problem solving capacity, and is better measured with a formal IQ test. It is perfectly possible to have a high IQ and a low score on the personality trait of Intellect (or the reverse).

You are exceptionally high in intellect, which is one aspect of openness to experience. Your score puts you at the 96th percentile for intellect. If you were one of 100 people in a room, you would be higher in intellect than 96 of them and lower in intellect than 3 of them.

People exceptionally high in intellect are obsessed by engaging with ideas and abstract concepts. They require exposure to novel information, particularly when it is complex and sophisticated. They are extremely curious and exploratory, and actively need to find, tackle and solve challenging problems. They will constantly seek out and initiate issue-oriented discussions, and tend to compulsively read, think about and discuss idea-centered books (generally non-fiction). They are notably articulate, and can formulate ideas very clearly and exceptionally quickly (particularly if average or higher in extraversion). They have a much broader and wider vocabulary, and continually require themselves to learn new things. People exceptionally high in intellect will continually find and generate novel, creative concepts and voluntarily search for and adapt exceptionally well to new experience and situations.

INTELLECT: 96th percentile

You are higher in intellect than 96 of 100 people

People exceptionally high in intellect find complex, rapidly changing occupations absolutely necessary and will excel at them (particularly if they are also high in conscientiousness and low in neuroticism). However, they are not at all suited to stable, straightforward and more traditional occupations, where the rules don't change, and will experience continual periods of boredom and intolerable levels of frustration in such positions. They are much more suited to entrepreneurial/creative enterprises (particularly if also high in the openness aspect of Openness to Experience).

Liberals are higher in intellect than conservatives (although the biggest difference between the two is openness to experience at the trait level).

Women are lower than men in intellect (although not in IQ). This is probably a difference in interest: people high in intellect, compared to openness, are more likely to prefer the sciences to the arts. The mean percentile for women in a general population (women and men) is 45. For men it is 55.

Openness: Moderately High

You are moderately high in openness, which is one aspect of openness to experience. Your score puts you at the 75th percentile for openness. If you were one of 100 people in a room, you would be higher in openness than 75 of them and lower in openness than 24 of them.

The closest synonym for openness (rather than openness to experience, which encompasses openness and intellect) is creativity. Moderately open, creative people find beauty important. Without an outlet for their creative ability they may have some difficulty thriving. They like art or

beautiful crafts. They are more sensitive to color and architectural form. They often enjoy collecting. They are comparatively imaginative, and may daydream and reflect on many things. They tend to enjoy music, perhaps of more than one genre, and may be somewhat musical or artistic themselves (both of these are rare in the general population). They can find themselves immersed in a book, or a movie, or in their own thoughts, and become somewhat oblivious to the outside world. They respond well to beauty, creativity and art.

OPENNESS: 75th percentile

You are higher in openness than 75 of 100 people

Moderately open, creative people tend not to be impractical or flighty, however, despite their creative openness (unless they are particularly low in conscientiousness). At least moderate levels of openness appear necessary for entrepreneurial success, and prove comparatively useful at the top of hierarchies, even in very conservative occupations such as banking, accounting and law, which need creative people in leadership positions to provide new vision and direction.

Liberals are higher in openness than conservatives (although the biggest difference between the two is openness to experience, at the trait level).

Women are higher in openness than men. The mean percentile for women in a general population (women and men) is 56.5. For men it is 44.5.