Appendix B

*Please read the following descriptions of traits. For each listed behavior, select the trait and pole (low versus high) which is most strongly expressed by that behavior. If a listed behavior does not fit into any of the below categories, please mark “X” in the Cannot Rate column.*

**Neuroticism (N)**:

Individuals who are **high** on **Neuroticism** experience negative emotions more regularly and intensely (e.g., fear, sadness, embarrassment, anger, guilt). They also are self-conscious in social situations and sensitive to criticism.

Individuals who are **low** on **Neuroticism** are calm (even in stressful situations), even tempered, and relaxed.

**Extraversion (E)**:

Individuals who are **high** on **Extraversion** are outgoing and prefer large groups and social situations. These individuals are assertive, active, and talkative, happier and more optimistic than others, and show a preference for exiting and stimulating activities.

Individuals who are **low** on **Extraversion** are quieter and more reserved in social situations and show a preference for independent or solitary activities. They also have less need for excitement or novel situations and are less likely to experience strong positive emotions (e.g., joy).

**Openness to Experience (O):**

Individuals who are **high** on **Openness to Experience** are curious and willing to consider new, unconventional ideas and values. They also are imaginative and prefer variety to routine.

Individuals who are **low** on **Openness to Experience** prefer familiarity and traditional ideas, values, and behaviors. They also tend to be socially and politically conservative.

**Agreeableness (A):**

Individuals who are **high** on **Agreeableness** tend to be sympathetic to others, willing to help others in need, and believe that others are generally honest and well-intentioned. They are also sincere, humble, and compliant with authority.

Individuals who are **low** on **Agreeableness** are arrogant, self-centered, and distrustful of others. They also view others through a competitive rather than cooperative lens in social situations. They are also more aggressive, willing to manipulate others for their benefit, and believe that they are superior to others.

**Conscientiousness (C)**:

Individuals who are **high** on **Conscientiousness** are be reliable, ambitious, hardworking, and punctual. They are also cautious, stick to the rules and fulfill obligations, and consider possible consequences before acting.

Individuals who are **low** on **Conscientiousness** are carefree, impulsive, less organized, and are more likely to act quickly with less concern for possible consequences. They are also less reliable, less concerned with achieving substantial work/school success, and prone to procrastination.