NPI-13

In each of the following pairs of attributes, choose the one that you **MOST AGREE** with. Mark your answer by writing **EITHER A or B** in the space provided. Only mark **ONE ANSWER** for each attitude pair.

\_\_\_\_ 1. A I find it easy to manipulate people.

B I don’t like it when I find myself manipulating people.

\_\_\_\_ 2. A When people compliment me I get embarrassed.

B I know that I am a good person because everybody keeps telling me so.

\_\_\_\_ 3. A I like having authority over other people.

B I don’t mind following orders.

\_\_\_\_ 4. A I insist upon getting the respect that is due me.

B I usually get the respect I deserve.

\_\_\_\_ 5. A I don’t particularly like to show off my body.

B I like to show off my body.

\_\_\_\_ 6. A I have a strong will to power.

B Power for its own sake doesn’t interest me.

\_\_\_\_ 7. A I expect a great deal from other people.

B I like to do things for other people.

\_\_\_\_ 8. A My body is nothing special.

B I like to look at my body.

\_\_\_\_ 9. A Being in authority doesn’t mean much to me.

B People always seem to recognize my authority.

\_\_\_\_ 10. A I will never be satisfied until I get all that I deserve.

B I will take my satisfactions as they come.

\_\_\_\_ 11. A I try not to be a show off.

B I will usually show off if I get the chance.

\_\_\_\_ 12. A I am a born leader.

B Leadership is a quality that takes a long time to develop.

\_\_\_\_ 13. A I like to look at myself in the mirror.

B I am not particularly interested in looking at myself in the mirror.