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April 28, 2007

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SUBMISSION OF PROJECT REPORT

Dear Sir


This is with great pleasure for me to submit the Project Report, which is a partial requirement for the degree of Bachelors of Business Administration.

I have done my project on a research based topic “The Relationship Between Locus of Control and Type A-Type B personality”. While I was preparing the project, I came up to know various aspects of job environment which was unknown to me. I believe my experience that I gathered preparing the project will help me in my professional life in the future. This report gave me the opportunity to match the theoretical knowledge in the real life situation, which would be a great help for me in the future.

I sincerely hope that you will enjoy reading this report and can have at least some idea regarding my point of view toward different kind of personality pattern. I would be happy to clarify any part of this report whenever necessary.

Last but not least, I appreciate this opportunity to show my profound gratitude to you for sparing your valuable time, guidance, constant effort and prompt attention as and when required for accomplishing this report.

Yours sincerely,



Sumaiya Tabassum

2003-2-10-136

Acknowledgement: At the very beginning I would like to thank Mr. Sayeed Alam for providing me ample autonomy to prepare this project. He gave me the freedom to choose the topic and the procedure to complete all by myself. I really did not face any kind of complicity from his part. Then I would like to thank Dr. Nasreen Wadud, Chairperson of Department of Social Science. She actually gave me the idea to work on this topic. She was pretty much kind toward me that she gave me the questionnaire based on which I completed my report. Also Dr. Abdus Satter of department of Mathematics and Applied Physics helped me a lot calculating in SPSS and interpreting the findings. Apart from them I would like to thank those individuals from Grameen Phone, CityCell and Bangladesh Krishi Bank who spared their busy time I filling up the questionnaires and helped me out. Without their contribution this project would not be able to prepare.

Methodology: The overall process was started filling up the questionnaires. Based on the questionnaires all the calculations have been made. I selected the Hypothesis process to come up to a conclusion. The questionnaire was filled up by the individuals. Each individual did this separately not in a group. No verbal communication was involved between the subjects and the researchers. Some of the references were taken from the web sites. For the calculation, I used SPSS as the instrument.



Executive Summary: The report contains data regarding how one type of personality pattern can vary depending on other types. If there are correlations then that can bring huge change in the organization's environment. Like, if the organization knows about a person's preferences, he can be charged with tasks that he has interest. It will increase the individual's motivation, performance which will lead to loyalty toward the organization. My report consists of the relationship between two types of personality pattern. After completing the overall process I have come up to know that there is relationship between different personality pattern.

Part A

Objective: To investigate whether locus of control differs depending upon Type A and Type B personality.

Locus of Control is a theoretical construct designed to assess a person's perceived control over his or her own behavior. The classification *internal locus* indicates that the person feels in control of events; *external locus* indicates that others are perceived to have that control. Although popularly associated with **Julian Rotter** after his publication in *Psychological Monographs* where he outlined his now classic "locus of control" scale (1966), work on locus of control actually predates Rotter's paper, as Lefcourt's (1966) review in the same year as Rotter's paper clarifies. Its roots can be found in the work on typical and atypical expectancy shifts carried out by psychologists in the 1950s. People with an external locus of control are generally more apt to be stressed and suffer from **depression** as they are more aware of work situations and life strains. Women tend to have more of an external locus than men. A more internal locus of control is generally seen as desirable. Having an Internal locus of control can also be referred to as "personal control", "self-determination", etc. Males tend to be more internal than females; as people get older they tend to become more internal; people higher up in organizational structures tend to be more internal. Internal locus protects against submission to authority -- more resistant to others influence (but tend to be more premature and less sympathetic than externals). Locus of control is related to, but distinct from, several other social psychological constructs related to control.(<http://www.reference.com/search?q=locus%20of%20control>)

Those with a high *internal locus of control* have better control of their behavior and tend to exhibit more political behaviors than *externals* and are more likely to attempt to influence other people; they are more likely to assume that their efforts will be successful. They are more active in seeking information and knowledge concerning their situation than do *externals*. The propensity to engage in political behavior is stronger for individuals who have a high *internal locus of control* than for those who have a high *external locus of control*.

Type A personality, also known as the *Type A Behavior Pattern*, is a set of characteristics that includes being impatient, excessively time-conscious, insecure about one's status, highly competitive, hostile and aggressive, and incapable of relaxation. Type A individuals are often highly achieving who multi-task, drive themselves with deadlines, and are unhappy about the smallest of delays. They have been described as *stress junkies*.

The **Type B personality**, in contrast, is patient, relaxed, and easy-going. There is also a Type AB mixed profile for people who cannot be clearly categorized and have a combination of both types of personality.

Most observable traits of Type A:

According to Friedman (1996), Type A behavior is expressed in three major symptoms, one covert and hidden, as well as two additional factors that are more overt and observable:

- An intrinsic insecurity or insufficient level of self esteem which is considered to be the root cause of the syndrome. This is believed to be covert and therefore less observable.
- Time urgency and impatience, which causes irritation and exasperation.
- Free floating hostility, which can be triggered even over little incidents.

Most observable traits of Type B:

- Never suffer from a sense of time urgency with its accompanying impatience.
- Feel no need to display or discuss either achievement or accomplishment unless such exposure is demanded by the situation.
- Play for fun and relaxation rather than to exhibit their superiority at any cost
- Focuses on the quality of work, not the quantity and for a successful work accomplishment take enough time and use their cognitive skill effectively.

In my research I tried to find out if there is any relationship between the locus of control and Type A and Type B personality.

For this I have chosen the **Hypothesis** process.

Here, Type A and type B personality are the **independent variable**
And Locus of Control is the **depended variable**.

Hypothesis:

Null Hypothesis: Locus of control of type A persons differ from that of Type B persons.

Alternate Hypothesis: Locus of control of Type A persons does not differ from that of Type B persons.

Participants: In the research, we had a sample size of 40. Majority of the sample size was male. It is like a 80-20 ratio of male and female. So female contribution in this research was not that much. The sample size is having age group of in an average 25 to 50. The salary ranged from 10,000 to 35,000 (approximately).

Instrument: I constructed two questionnaires. One is for Type A and Type B personality. And another one is for locus of control. At the starting of the questionnaire there was some general question regarding age, education, salary, gender of the sample size. For the locus of control there were 28 questions. The locus of control question was rated according to the stated manner:

- For, A = rarely (less than 10% of the time)
- B = occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = frequently (about 70% of the time)
- E = usually (more than 90% of the time)

I scored in such manner that in locus of control for the question number 1,2,4,6,8,11,14,17,19,22,24,26,27

A=5

B=4

C=3

D=2

E=1

And for the question number 3,5,7,9,10,12,13,15,16,18,20,21,25,28

A=1

B=2

C=3

D=4

E=5

The higher the score the person is more close to internal and the lower the score the score the person is closer to external.

Now, for the question of **Type A and Type B personalities there were 7** questions. Each question was having a scale of 1 to 8.

I summed up the value for each question. Here, the higher the score that person is considered as Type A personality. And the lower the score that person is considered as Type b personality.

Procedure: I distributed my questions among 40 persons in three different organizations. One is Bangladesh Krishi Bank, one is Grameen Phone and the other one is citycell. 10 persons of each organization filled up the questions except the Grameen Phone employees. 20 employees of GP helped me in filling up the questionnaire. The questionnaire was filled by each individual person. Not in a group. There was no verbal communication between the researcher and the subjects. I only made them to understand how they have to fill up the questionnaire.



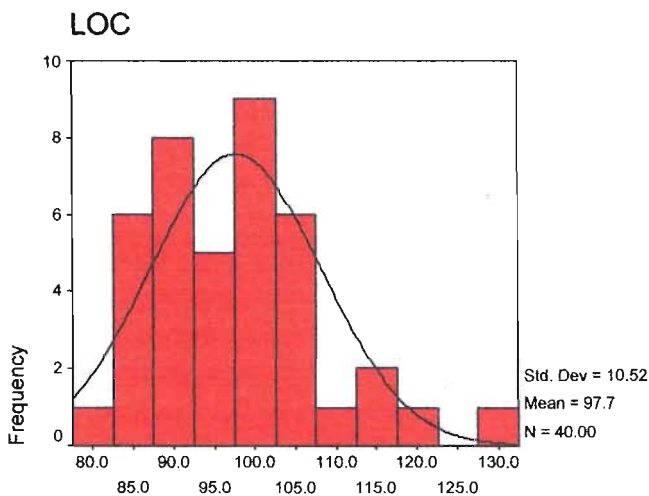
Part B

Frequencies

Statistics

LOC		
N	Valid	40
	Missing	0
Mean		97.6500
Median		97.0000
Mode		92.00 ^a
Std. Deviation		10.52116
Minimum		80.00
Maximum		132.00

a. Multiple modes exist. The smallest value is shown



LOC

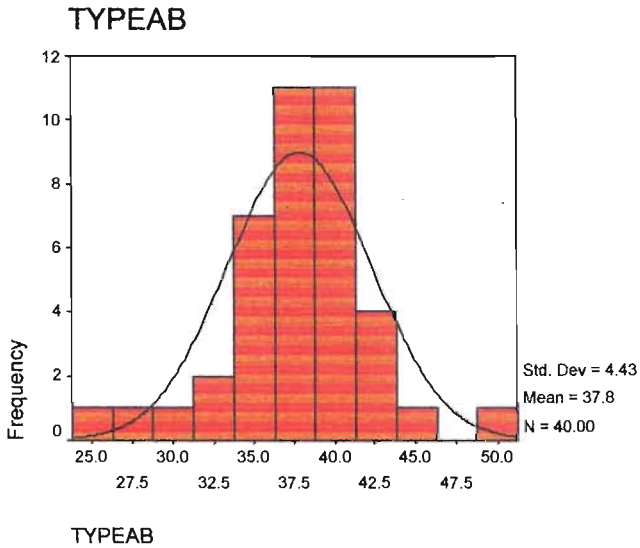
From the diagram, it is clearly visible that the standard deviation of the dependent variable Locus of Control is 10.52, mean value is 97.7; the standard deviation indicates the variability or dispersion among the 40 values which is 10.52 and the diagram shows its a positively skewed graph that means it's right tail is longer than left tail; its longer right tail tells its 10.52% deviated from the normal distribution.

Frequencies

-1

Statistics

TYPEAB		
N	Valid	40
	Missing	0
Mean		37.8250
Median		38.0000
Mode		38.00
Std. Deviation		4.43117
Minimum		25.00
Maximum		49.00



From the diagram of the independent variable Type A & B, we find out that the standard deviation is 4.43 and the mean or average value is 37.8; the standard deviation tells the dispersion is very less which means it's not very much deviated from the normal distribution curve. Also the diagram shows it. It's closer to the normal distribution. The deviation is only 4.43%.

T-Test

Paired Samples Correlations

	N	Correlation	Sig.
Pair 1 LOC & TYPEAB	40	.039	.812

Paired Samples Test

		Paired Differences				t	df	Sig. (2-tailed)	
		Mean	Std. Deviation	Std. Error Mean	95% Confidence Interval of the Difference				
					Lower				Upper
Pair 1	LOC - TYPEAB	59.8250	11.25665	1.77983	56.2249	63.4251	33.613	39	.000

The paired sample correlation the relation between two variables is positive. But they are having very weak positive correlation 0.039; we can say, the dependent variable can vary only sometimes or in a very few proportion with the independent variable Type A & B.

I will try to make the findings more valid through Pearson's Correlation.

Correlations

Correlations

		LOC	TYPEAB
LOC	Pearson Correlation	1	.039
	Sig. (2-tailed)	.	.812
	N	40	40
TYPEAB	Pearson Correlation	.039	1
	Sig. (2-tailed)	.812	.
	N	40	40

The Pearson's correlation also tells that they are having very poor positive correlation which is again .039

Regression

Variables Entered/Removed^a

Model	Variables Entered	Variables Removed	Method
1	TYPEAB ^b	.	Enter

- a. All requested variables entered.
- b. Dependent Variable: LOC

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.039 ^a	.002	-.025	10.65067

- a. Predictors: (Constant), TYPEAB

ANOVA^b

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	6.500	1	6.500	.057	.812 ^a
	Residual	4310.600	38	113.437		
	Total	4317.100	39			

- a. Predictors: (Constant), TYPEAB
- b. Dependent Variable: LOC

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	94.165	14.655		6.425	.000
	TYPEAB	.092	.385	.039	.239	.812

- a. Dependent Variable: LOC

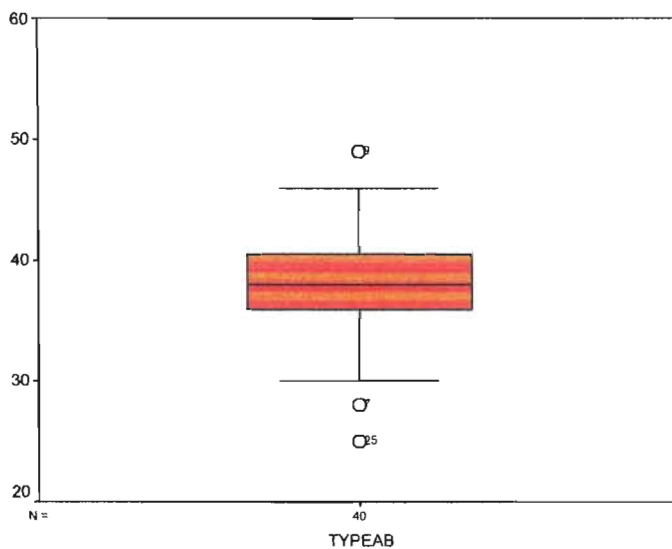
From the regression analysis, we can see the R square is only .002 which indicates the R square value is less than .05; as R square is less than .05 we can't reject the null hypothesis. The null hypothesis is accepted. But there is very weak positive correlation.

Explore

-1

Case Processing Summary

	Cases					
	Valid		Missing		Total	
	N	Percent	N	Percent	N	Percent
TYPEAB	40	100.0%	0	.0%	40	100.0%



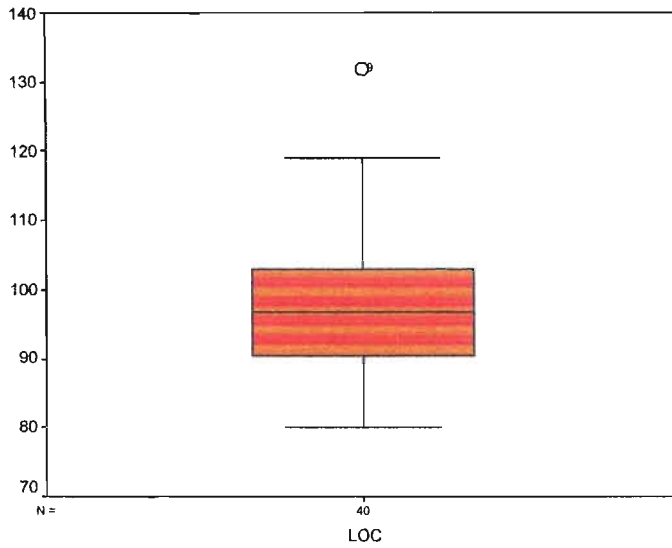
As I said before based on the histogram that the independent variable is closer to the normal distribution, the Whisker curve also looks like that. The right whisker and left whisker is more or less equal. But there are 3 variables or 3 persons who are in the extreme and don't included in the curve. These are number 7, 9, 25. In number 7 & 25 persons are having too much low score. And in number 9 the persons scored very high.



Explore

Case Processing Summary

	Cases					
	Valid		Missing		Total	
	N	Percent	N	Percent	N	Percent
LOC	40	100.0%	0	.0%	40	100.0%



In the Whisker curve it is easily visible that the dependent variable is positively skewed which means the right tail is longer than the left tail. It was also proven in the histogram. But there is one extreme value in number 9. The person scored pretty much higher value than the other people.

Findings: As R square is .002 which is pretty much less than .05 and it indicates the result is significant and the null hypothesis can't not be rejected. Null hypothesis is accepted. So Locus of control does differ for Type A and type B personality.

Discussion: From the definitions of Locus of control (internals & externals) and Type A and Type B personality it seems that there is relationship between them and my research also says the same fact. But, the correlation is very poor. Which indicates, always it is not possible in each and every organization where Locus of control will vary for according to Type A and Type B

personality. It can be for various reasons or there may have error on research. The possible reasons why I ended up with poor relation can be:

- ✓ The sample size we used was not in proper size. It was very small size. And it is quite impossible to reach into a conclusion or opinion with a sample size of 40.
- ✓ Then the environment factor is an important issue. I chose two private and another public organization. In our country, there are huge differences between government and private organizations especially in the case of work environment. So it can have an effect on the findings. Besides 20 samples of the 40's were taken from one organization. So it can also have an affect on the findings.
- ✓ Another important thing is the male-female ratio. At the very beginning (in PART --A) I said that in this research it was found males are more internals than females. In my research the male-female ratio is approximately 80-20 ratio. So it could have an effect on our findings.
- ✓ I did not include some traits that explain correctly an individual. These are **family origins, self efficacy; age** etc. Research said that many internals have grown up with **families** that modeled typical internal beliefs. And externals are typically associated with lower socioeconomic status, because poor people have less control over their lives. Again, It is sometimes assumed that as people **age**, they will become less internal and more external. Besides, **Self-efficacy** has been measured by means of a psychometric scale and differs from locus of control in that whereas locus of control is generally a measure of cross-situational beliefs about control, self-efficacy is used as a concept to relate to more circumscribed situations and activities. So my questionnaire should have contained these materials, then I could be able to end up with more stronger relationship.
()
- ✓ Rotter also developed a scale to measure Locus of control

Rotter's Locus of Control Scale

1. a. Children get into trouble because their patents punish them too much.

- b. The trouble with most children nowadays is that their parents are too easy with them.
2. a. Many of the unhappy things in people's lives are partly due to bad luck.
- b. People's misfortunes result from the mistakes they make.
3. a. One of the major reasons why we have wars is because people don't take enough interest in politics.
- b. There will always be wars, no matter how hard people try to prevent them.
4. a. In the long run people get the respect they deserve in this world
- b. Unfortunately, an individual's worth often passes unrecognized no matter how hard he tries
5. a. The idea that teachers are unfair to students is nonsense.
- b. Most students don't realize the extent to which their grades are influenced by accidental happenings.
6. a. Without the right breaks one cannot be an effective leader.
- b. Capable people who fail to become leaders have not taken advantage of their opportunities.
7. a. No matter how hard you try some people just don't like you.
- b. People who can't get others to like them don't understand how to get along with others.
8. a. Heredity plays the major role in determining one's personality
- b. It is one's experiences in life which determine what they're like.
9. a. I have often found that what is going to happen will happen.
- b. Trusting to fate has never turned out as well for me as making a decision to take a definite course of action.



10. a. In the case of the well prepared student there is rarely if ever such a thing as an unfair test.
- b. Many times exam questions tend to be so unrelated to course work that studying in really useless.
11. a. Becoming a success is a matter of hard work, luck has little or nothing to do with it.
- b. Getting a good job depends mainly on being in the right place at the right time.
12. a. The average citizen can have an influence in government decisions.
- b. This world is run by the few people in power, and there is not much the little guy can do about it.
13. a. When I make plans, I am almost certain that I can make them work.
- b. It is not always wise to plan too far ahead because many things turn out to be a matter of good or bad fortune anyhow.
14. a. There are certain people who are just no good.
- b. There is some good in everybody.
15. a. In my case getting what I want has little or nothing to do with luck.
- b. Many times we might just as well decide what to do by flipping a coin.
16. a. Who gets to be the boss often depends on who was lucky enough to be in the right place first.
- b. Getting people to do the right thing depends upon ability, luck has little or nothing to do with it.
17. a. As far as world affairs are concerned, most of us are the victims of forces we can neither understand, nor control.

b. By taking an active part in political and social affairs the people can control world events.

18. a. Most people don't realize the extent to which their lives are controlled by accidental happenings.

b. There really is no such thing as "luck."

19. a. One should always be willing to admit mistakes.

b. It is usually best to cover up one's mistakes.

20. a. It is hard to know whether or not a person really likes you.

b. How many friends you have depends upon how nice a person you are.

21. a. In the long run the bad things that happen to us are balanced by the good ones.

b. Most misfortunes are the result of lack of ability, ignorance, laziness, or all three.

22. a. With enough effort we can wipe out political corruption.

b. It is difficult for people to have much control over the things politicians do in office.

23. a. Sometimes I can't understand how teachers arrive at the grades they give.

b. There is a direct connection between how hard I study and the grades I get.

24. a. A good leader expects people to decide for themselves what they should do.

b. A good leader makes it clear to everybody what their jobs are.

25. a. Many times I feel that I have little influence over the things that happen to me.

b. It is impossible for me to believe that chance or luck plays an important role in my life.

26. a. People are lonely because they don't try to be friendly.

b. There's not much use in trying too hard to please people, if they like you, they like you.

27. a. There is too much emphasis on athletics in high school.

b. Team sports are an excellent way to build character.

28. a. What happens to me is my own doing.

b. Sometimes I feel that I don't have enough control over the direction my life is taking.

29. a. Most of the time I can't understand why politicians behave the way they do.

b. In the long run the people are responsible for bad government on a national as well as on a local level.

Score one point for each of the following:

2.a, 3.b, 4.b, 5.b, 6.a, 7.a, 9.a, 10.b, 11.b, 12.b, 13.b, 15.b, 16.a, 17.a, 18.a, 20.a,

21.a, 22.b, 23.a, 25.a, 26.b, 28.b, 29.a.

A high score = External Locus of Control

A low score = Internal Locus of Control

If I compare my questionnaire with this one then I see there are so many differences. I skipped many categories. As I said that from the family, growing up environment locus of control is varied or depends on, here Rotter included everything. Also, I said Higher Value is Internals and Lower Value is Externals. But Rotter says the opposite. If I could consider Lower value as Externals than we might have established stronger and concrete relationship.

- ✓ There could have so many indicators in our questionnaire for Type A and Type B personality. For example, I could have gone for identifying the **cognitive analysis of the individuals, how each individual are judging or perceiving, how each individual sense or feel everything**. If I would have added these criteria then may be a bit correlation would be found.
- ✓ Furthermore, combination of verbal and non-verbal research provides more accurate result. If I would have gone for interviewing each sample than we could have measure the accuracy of their answer and also could have observed their reaction. This could help us to have better findings.
- ✓ There are many who did not fill up the portion for age and salary. So we had to estimate instead of having exact result.

So, at last I think the result I have got (means locus of control does differ depending upon Type A and Type B personality, but in a very few extent) because of the given reasons.

Conclusion: From the above calculation, it is obvious that there is a relationship between two personality patterns. But the relationship I found is pretty much weak. May be the reason of this is very small sample size. To prove or to establish a fact it is required to have sufficient amount of sample size. For me, I had only samples of 40 out of the greater population. Besides, it was the limitation of this project. I could not make it possible to gather more samples and had to work with the size of 40. But, I believe this finding can take further with a bigger sample that will vitally change an organization's structure. The overall work really made me to end up with a new idea and this is the learning from preparing this process.



Demographic Variables

1. Age: _____ Years
2. Gender: Male / Female
3. Education Span: _____ Years
4. Occupation
5. Monthly Income: _____ Taka (Approx.)
6. Marital Status

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I A try to forget it. (5)
- 10.2. I E need frequently encouragement from others for me to keep working at a difficult task. (1)
- 10.3. I C like jobs where I can make decisions be responsible for my own work. (3)
- 10.4. I C change my opinion when someone I admire disagrees with me. (3)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I E prefer to learn the facts about something from someone else rather than have to dig them out of myself. (1)
- 10.7. I will C accept jobs that require me to supervise others. (3)
- 10.8. I A have a hard time saying "no" when someone tries to sell me something I don't want. (5)
- 10.9. I C like to have a say in any decisions made by any group I'm in. (3)
- 10.10. I E consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think E has a great influence on my behavior. (1)
- 10.12. Whenever something good happens to me I E feel it is because I've earned it. (5)
- 10.13. I C enjoy being in a position of leadership. (3)
- 10.14. I B need someone else to praise my work before I am satisfied with what I've done. (4)
- 10.15. I am E sure enough of my opinions to try and influence others. (5)
- 10.16. When something is going to affect me I E learn as much about it as I can. (5)
- 10.17. I A decide to do things on the spur of the moment. (5)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is E more important than being praised by someone else. (5)

10.19. I B let other peoples demands keep me from doing things I want to do. (4)

10.20. I D stick to my opinions when someone disagrees with me. (4)

10.21. I C do what I feel like doing not what other people think I ought to do. (3)

10.22. I C get discouraged when doing something that takes a long time to achieve results. (3)

10.23. When part of a group I C prefer to let other people make all the decisions. (3)

10.24. When I have a problem I D follow the advice of friends or relatives. (2)

10.25. I E enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (5)

10.26. I A prefer situations where I can depend on someone else's ability rather than just my own. (5)

10.27. Having someone important tell me I did a good job is E more to me than feeling I've done a good job. (1)

10.28. When I'm involved in something I E try to find out all I can about what is going on even when someone else is in charge. (5)

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Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 5 6 7 8	Am never late
Am not competitive	1 2 3 4 5 6 7 8	Am very competitive
Never feel rushed, even under	1 2 3 4 5 6 7 8	Always feel rushed pressure
Take things one at a time	1 2 3 4 5 6 7 8	Try to do may things at once; think about what I am going to do next
Do things slowly	1 2 3 4 5 6 7 8	Do things fast (eating.walking.etc.)
Express feelings	1 2 3 4 5 6 7 8	"Sit" on feelings
I have many interests	1 2 3 4 5 6 7 8	I have few interests outside work

38



Demographic Variables

1. Age: 30 Years
2. Gender: Male / Female
3. Education Span: 12 Years
4. Occupation Multinational Company
5. Monthly Income: 25000 Taka (Approx.)
6. Marital Status Unmarried

7

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I A try to forget it. (5)
- 10.2. I B need frequently encouragement from others for me to keep working at a difficult task. (4)
- 10.3. I E like jobs where I can make decisions be responsible for my own work. (5)
- 10.4. I B change my opinion when someone I admire disagrees with me. (4)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I B prefer to learn the facts about something from someone else rather than have to dig them out of myself. (4)
- 10.7. I will E accept jobs that require me to supervise others. (5)
- 10.8. I B have a hard time saying "no" when someone tries to sell me something I don't want. (4)
- 10.9. I E like to have a say in any decisions made by any group I'm in. (5)
- 10.10. I D consider the different sides of an issue before making any decisions. (4)
- 10.11. What other people think A has a great influence on my behavior. (5)
- 10.12. Whenever something good happens to me I D feel it is because I've earned it. (4)
- 10.13. I E enjoy being in a position of leadership. (5)
- 10.14. I B need someone else to praise my work before I am satisfied with what I've done. (4)
- 10.15. I am E sure enough of my opinions to try and influence others. (5)
- 10.16. When something is going to affect me I D learn as much about it as I can. (4)
- 10.17. I C decide to do things on the spur of the moment. (3)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is C more important than being praised by someone else. (3)

10.19. I C let other peoples demands keep me from doing things I want to do. (3)

10.20. I C stick to my opinions when someone disagrees with me. (3)

10.21. I E do what I feel like doing not what other people think I ought to do. (5)

10.22. I C get discouraged when doing something that takes a long time to achieve results. (3)

10.23. When part of a group I C prefer to let other people make all the decisions. (3)

10.24. When I have a problem I A follow the advice of friends or relatives. (5)

10.25. I C enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (3)

10.26. I _____ prefer situations where I can depend on someone else's ability rather than just my own. (3)

10.27. Having someone important tell me I did a good job is B more to me than feeling I've done a good job. (4)

10.28. When I'm involved in something I C try to find out all I can about what is going on even when someone else is in charge. (3)

113

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

- | | | |
|-------------------------------|------------------------|--|
| Am casual about appointments | 1 2 3 4 5 6 7 8 | Am never late |
| Am not competitive | 1 2 3 4 5 6 7 8 | Am very competitive |
| Never feel rushed, even under | 1 2 3 4 5 6 7 8 | Always feel rushed pressure |
| Take things one at a time | 1 2 3 4 5 6 7 8 | Try to do may things at once; think about what I am going to do next |
| Do things slowly | 1 2 3 4 5 6 7 8 | Do things fast (eating.walking.etc.) |
| Express feelings | 1 2 3 4 5 6 7 8 | "Sit" on feelings |
| Have many interests | 1 2 3 4 5 6 7 8 | I have few interests outside work |

34

Demographic Variables

1. Age: 35 Years
2. Gender: Male / Female Male Female
3. Education Span: 10+ Years
4. Occupation Govt. service
5. Monthly Income: 35000 Taka (Approx.)
6. Marital Status Single

Q

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I E try to forget it. (5)
- 10.2. I A need frequently encouragement from others for me to keep working at a difficult task. (5)
- 10.3. I C like jobs where I can make decisions be responsible for my own work. (3)
- 10.4. I B change my opinion when someone I admire disagrees with me. (4)
- 10.5. If I want something I A work hard to get it. (1)
- 10.6. I E prefer to learn the facts about something from someone else rather than have to dig them out of myself. (1)
- 10.7. I will D accept jobs that require me to supervise others. (4)
- 10.8. I C have a hard time saying "no" when someone tries to sell me something I don't want. (3)
- 10.9. I A like to have a say in any decisions made by any group I'm in. (1)
- 10.10. I C consider the different sides of an issue before making any decisions. (3)
- 10.11. What other people think B has a great influence on my behavior. (4)
- 10.12. Whenever something good happens to me I A feel it is because I've earned it. (1)
- 10.13. I C enjoy being in a position of leadership. (3)
- 10.14. I D need someone else to praise my work before I am satisfied with what I've done. (2)
- 10.15. I am E sure enough of my opinions to try and influence others. (5)
- 10.16. When something is going to affect me I C learn as much about it as I can. (3)
- 10.17. I C decide to do things on the spur of the moment. (3)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

- 10.18. For me, knowing I've done something well is E more important than being praised by someone else. (5)
- 10.19. I B let other peoples demands keep me from doing things I want to do. (4)
- 10.20. I A stick to my opinions when someone disagrees with me. (1)
- 10.21. I C do what I feel like doing not what other people think I ought to do. (3)
- 10.22. I D get discouraged when doing something that takes a long time to achieve results. (2)
- 10.23. When part of a group I D prefer to let other people make all the decisions. (2)
- 10.24. When I have a problem I E follow the advice of friends or relatives. (1)
- 10.25. I C enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (3)
- 10.26. I C prefer situations where I can depend on someone else's ability rather than just my own. (3)
- 10.27. Having someone important tell me I did a good job is B more to me than feeling I've done a good job. (4)
- 10.28. When I'm involved in something I D try to find out all I can about what is going on even when someone else is in charge. (4)

(43)

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 (5) 6 7 8	Am never late
Am not competitive	1 2 3 4 5 (6) 7 8	Am very competitive
Never feel rushed, even under	1 2 3 (4) 5 6 7 8	Always feel rushed pressure
Take things one at a time	1 2 3 4 5 6 (7) 8	Try to do may things at once; think about what I am going to do next
Do things slowly	1 2 3 4 (5) 6 7 8	Do things fast (eating,walking,etc.)
Express feelings	1 2 3 4 5 (6) 7 8	"Sit" on feelings
Have many interests	1 2 3 4 5 (6) 7 8	Have few interests outside work

39

Demographic Variables

1. Age: 27 Years
2. Gender: Male / Female
3. Education Span: 16 Years
4. Occupation Service
5. Monthly Income: _____ Taka (Approx.)
6. Marital Status married

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I A try to forget it. (5)
- 10.2. I E need frequently encouragement from others for me to keep working at a difficult task. (1)
- 10.3. I E like jobs where I can make decisions be responsible for my own work. (5)
- 10.4. I D change my opinion when someone I admire disagrees with me. (2)
- 10.5. If I want something I D work hard to get it. (4)
- 10.6. I C prefer to learn the facts about something from someone else rather than have to dig them out of myself. (3)
- 10.7. I will D accept jobs that require me to supervise others. (4)
- 10.8. I C have a hard time saying "no" when someone tries to sell me something I don't want. (3)
- 10.9. I E like to have a say in any decisions made by any group I'm in. (5)
- 10.10. I E consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think D has a great influence on my behavior. (2)
- 10.12. Whenever something good happens to me I D feel it is because I've earned it. (4)
- 10.13. I C enjoy being in a position of leadership. (3)
- 10.14. I D need someone else to praise my work before I am satisfied with what I've done. (2)
- 10.15. I am C sure enough of my opinions to try and influence others. (3)
- 10.16. When something is going to affect me I D learn as much about it as I can. (4)
- 10.17. I E decide to do things on the spur of the moment. (1)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90%of the time)

10.18. For me, knowing I've done something well is D more important than being praised by someone else. (4)

10.19. I C let other peoples demands keep me from doing things I want to do. (3)

10.20. I C stick to my opinions when someone disagrees with me. (3)

10.21. I C do what I feel like doing not what other people think I ought to do. (3)

10.22. I C get discouraged when doing something that takes a long time to achieve results. (3)

10.23. When part of a group I C prefer to let other people make all the decisions. (3)

10.24. When I have a problem I E follow the advice of friends or relatives. (1)

10.25. I A enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (1)

10.26. I C prefer situations where I can depend on someone else's ability rather than just my own. (3)

10.27. Having someone important tell me I did a good job is D more to me than feeling I've done a good job. (2)

10.28. When I'm involved in something I E try to find out all I can about what is going on even when someone else is in charge. (5)

(87)

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 5 6 7 8	Am never late
Am not competitive	1 2 3 4 5 6 7 8	Am very competitive
Never feel rushed, even under	1 2 3 4 5 6 7 8	Always feel rushed pressure
Take things one at a time	1 2 3 4 5 6 7 8	Try to do may things at once; think about what I am going to do next
Do things slowly	1 2 3 4 5 6 7 8	Do things fast (eating.walking.etc.)
Express feelings	1 2 3 4 5 6 7 8	"Sit" on feelings
Have many interests	1 2 3 4 5 6 7 8	I have few interests outside work

40



Demographic Variables

1. Age: 43 Years
2. Gender: Male / Female
3. Education Span: 16 Years
4. Occupation Service
5. Monthly Income: 16,000+ Taka (Approx.)
6. Marital Status Married

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I A try to forget it. (5)
- 10.2. I E need frequently encouragement from others for me to keep working at a difficult task. (1)
- 10.3. I E like jobs where I can make decisions be responsible for my own work. (5)
- 10.4. I C change my opinion when someone I admire disagrees with me. (3)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I D prefer to learn the facts about something from someone else rather than have to dig them out of myself. (2)
- 10.7. I will A accept jobs that require me to supervise others. (1)
- 10.8. I A have a hard time saying "no" when someone tries to sell me something I don't want. (5)
- 10.9. I B like to have a say in any decisions made by any group I'm in. (2)
- 10.10. I E consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think E has a great influence on my behavior. (1)
- 10.12. Whenever something good happens to me I E feel it is because I've earned it. (5)
- 10.13. I D enjoy being in a position of leadership. (4)
- 10.14. I A need someone else to praise my work before I am satisfied with what I've done. (5)
- 10.15. I am E sure enough of my opinions to try and influence others. (5)
- 10.16. When something is going to affect me I E learn as much about it as I can. (5)
- 10.17. I D decide to do things on the spur of the moment. (2)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is A more important than being praised by someone else. (1)

10.19. I C let other peoples demands keep me from doing things I want to do. (3)

10.20. I B stick to my opinions when someone disagrees with me. (2)

10.21. I E do what I feel like doing not what other people think I ought to do. (5)

10.22. I A get discouraged when doing something that takes a long time to achieve results. (5)

10.23. When part of a group I E prefer to let other people make all the decisions. (1)

10.24. When I have a problem I E follow the advice of friends or relatives. (1)

10.25. I E enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (5)

10.26. I D prefer situations where I can depend on someone else's ability rather than just my own. (2)

10.27. Having someone important tell me I did a good job is C more to me than feeling I've done a good job. (3)

10.28. When I'm involved in something I A try to find out all I can about what is going on even when someone else is in charge. (1)

20

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 5 6 <u>7</u> 8	Am never late
Am not competitive	1 2 3 4 5 6 7 <u>8</u>	Am very competitive
Never feel rushed, even under	1 <u>2</u> 3 4 5 6 7 8	Always feel rushed pressure
Take things one at a time	1 2 <u>3</u> 4 5 6 7 8	Try to do many things at once; think about what I am going to do next
Do things slowly	1 2 3 4 5 6 <u>7</u> 8	Do things fast (eating, walking, etc.)
Express feelings	1 2 3 4 5 <u>6</u> 7 8	"Sit" on feelings
Have many interests	1 2 3 4 5 6 7 <u>8</u>	I have few interests outside work

44

Demographic Variables

1. Age: 40 Years
2. Gender: Male / Female
3. Education Span: 15 Years
4. Occupation
5. Monthly Income: _____ Taka (Approx.)
6. Marital Status Married

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I E try to forget it. (5)
- 10.2. I C need frequently encouragement from others for me to keep working at a difficult task. (3)
- 10.3. I C like jobs where I can make decisions be responsible for my own work. (3)
- 10.4. I C change my opinion when someone I admire disagrees with me. (3)
- 10.5. If I want something I d work hard to get it. (4)
- 10.6. I C prefer to learn the facts about something from someone else rather than have to dig them out of myself. (3)
- 10.7. I will d accept jobs that require me to supervise others. (4)
- 10.8. I d have a hard time saying "no" when someone tries to sell me something I don't want. (2)
- 10.9. I C like to have a say in any decisions made by any group I'm in. (3)
- 10.10. I C consider the different sides of an issue before making any decisions. (3)
- 10.11. What other people think e has a great influence on my behavior. (1)
- 10.12. Whenever something good happens to me I e feel it is because I've earned it. (5)
- 10.13. I C enjoy being in a position of leadership. (3)
- 10.14. I e need someone else to praise my work before I am satisfied with what I've done. (1)
- 10.15. I am d sure enough of my opinions to try and influence others. (4)
- 10.16. When something is going to affect me I d learn as much about it as I can. (4)
- 10.17. I d decide to do things on the spur of the moment. (2)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is e more important than being praised by someone else. (5)

10.19. I e let other peoples demands keep me from doing things I want to do. (1)

10.20. I e stick to my opinions when someone disagrees with me. (5)

10.21. I d do what I feel like doing not what other people think I ought to do. (4)

10.22. I d get discouraged when doing something that takes a long time to achieve results. (2)

10.23. When part of a group I A prefer to let other people make all the decisions. (5)

10.24. When I have a problem I d follow the advice of friends or relatives. (2)

10.25. I d enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (4)

10.26. I A prefer situations where I can depend on someone else's ability rather than just my own. (2)

10.27. Having someone important tell me I did a good job is A more to me than feeling I've done a good job. (5)

10.28. When I'm involved in something I d try to find out all I can about what is going on even when someone else is in charge. (4)

(92)

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 <u>5</u> 6 7 8	Am never late
Am not competitive	1 2 3 4 <u>5</u> 6 7 8	Am very competitive
Never feel rushed, even under	1 2 3 4 <u>5</u> 6 7 8	Always feel rushed pressure
Take things one at a time	1 2 3 4 5 <u>6</u> 7 8	Try to do may things at once; think about what I am going to do next
Do things slowly	1 2 3 4 <u>5</u> 6 7 8	Do things fast (eating,walking,etc.)
Express feelings	1 2 3 <u>4</u> 5 6 7 8	"Sit" on feelings
Have many interests	1 2 3 <u>4</u> 5 6 7 8	Have few interests outside work

34



Demographic Variables

1. Age: 25 Years
2. Gender: Male / Female
3. Education Span: 17 Years
4. Occupation Private Job
5. Monthly Income: 20,000 Taka (Approx.)
6. Marital Status Unmarried.

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I A try to forget it. (5)
- 10.2. I B need frequently encouragement from others for me to keep working at a difficult task. (4)
- 10.3. I A like jobs where I can make decisions be responsible for my own work. (1)
- 10.4. I B change my opinion when someone I admire disagrees with me. (4)
- 10.5. If I want something I C work hard to get it. (3)
- 10.6. I A prefer to learn the facts about something from someone else rather than have to dig them out of myself. (5)
- 10.7. I will A accept jobs that require me to supervise others. (1)
- 10.8. I C have a hard time saying "no" when someone tries to sell me something I don't want. (3)
- 10.9. I C like to have a say in any decisions made by any group I'm in. (3)
- 10.10. I C consider the different sides of an issue before making any decisions. (3)
- 10.11. What other people think A has a great influence on my behavior. (5)
- 10.12. Whenever something good happens to me I C feel it is because I've earned it. (3)
- 10.13. I A enjoy being in a position of leadership. (1)
- 10.14. I B need someone else to praise my work before I am satisfied with what I've done. (4)
- 10.15. I am C sure enough of my opinions to try and influence others. (3)
- 10.16. When something is going to affect me I C learn as much about it as I can. (3)
- 10.17. I C decide to do things on the spur of the moment. (3)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is A more important than being praised by someone else. (1)

10.19. I C let other peoples demands keep me from doing things I want to do. (3)

10.20. I C stick to my opinions when someone disagrees with me. (3)

10.21. I C do what I feel like doing not what other people think I ought to do. (3)

10.22. I E get discouraged when doing something that takes a long time to achieve results. (4)

10.23. When part of a group I D prefer to let other people make all the decisions. (2)

10.24. When I have a problem I D follow the advice of friends or relatives. (2)

10.25. I A enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (1)

10.26. I B prefer situations where I can depend on someone else's ability rather than just my own. (4)

10.27. Having someone important tell me I did a good job is D more to me than feeling I've done a good job. (2)

10.28. When I'm involved in something I D try to find out all I can about what is going on even when someone else is in charge. (4)

20

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

- | | | |
|-------------------------------|------------------------|--|
| Am casual about appointments | 1 2 3 4 5 <u>6</u> 7 8 | Am never late |
| Am not competitive | 1 2 3 4 5 <u>6</u> 7 8 | Am very competitive |
| Never feel rushed, even under | 1 2 3 4 <u>5</u> 6 7 8 | Always feel rushed pressure |
| Take things one at a time | 1 2 3 4 5 6 <u>7</u> 8 | Try to do may things at once; think about what I am going to do next |
| Do things slowly | 1 2 3 4 <u>5</u> 6 7 8 | Do things fast (eating.walking.etc.) |
| Express feelings | 1 2 3 4 5 6 <u>7</u> 8 | "Sit" on feelings |
| Have many interests | 1 2 <u>3</u> 4 5 6 7 8 | Have few interests outside work |

39

Demographic Variables

1. Age: 29 Years
2. Gender: Male / Female
3. Education Span: 17 Years
4. Occupation Private Service
5. Monthly Income: 27,000 Taka (Approx.)
6. Marital Status Married

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I A try to forget it. (5)
- 10.2. I C need frequently encouragement from others for me to keep working at a difficult task. (3)
- 10.3. I E like jobs where I can make decisions be responsible for my own work. (5)
- 10.4. I B change my opinion when someone I admire disagrees with me. (4)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I E prefer to learn the facts about something from someone else rather than have to dig them out of myself. (1)
- 10.7. I will E accept jobs that require me to supervise others. (5)
- 10.8. I E have a hard time saying "no" when someone tries to sell me something I don't want. (1)
- 10.9. I E like to have a say in any decisions made by any group I'm in. (5)
- 10.10. I E consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think E has a great influence on my behavior. (1)
- 10.12. Whenever something good happens to me I E feel it is because I've earned it. (5)
- 10.13. I E enjoy being in a position of leadership. (5)
- 10.14. I E need someone else to praise my work before I am satisfied with what I've done. (1)
- 10.15. I am E sure enough of my opinions to try and influence others. (5)
- 10.16. When something is going to affect me I E learn as much about it as I can. (5)
- 10.17. I D decide to do things on the spur of the moment. (2)

- A = Rarely (less than 10% of the time)
B = Occasionally (about 30% of the time)
C = Sometimes (about half the time)
D = Frequently (about 70% of the time)
E = Usually (more than 90% of the time)

- 10.18. For me, knowing I've done something well is D more important than being praised by someone else. (4)
- 10.19. I E let other peoples demands keep me from doing things I want to do. (1)
- 10.20. I C stick to my opinions when someone disagrees with me. (3)
- 10.21. I C do what I feel like doing not what other people think I ought to do. (3)
- 10.22. I C get discouraged when doing something that takes a long time to achieve results. (3)
- 10.23. When part of a group I C prefer to let other people make all the decisions. (3)
- 10.24. When I have a problem I D follow the advice of friends or relatives. (2)
- 10.25. I E enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (5)
- 10.26. I C prefer situations where I can depend on someone else's ability rather than just my own. (3)
- 10.27. Having someone important tell me I did a good job is E more to me than feeling I've done a good job. (1)
- 10.28. When I'm involved in something I E try to find out all I can about what is going on even when someone else is in charge. (5)

96

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

- | | | |
|-------------------------------|-----------------|--|
| Am casual about appointments | 1 2 3 4 5 6 7 8 | Am never late |
| Am not competitive | 1 2 3 4 5 6 7 8 | Am very competitive |
| Never feel rushed, even under | 1 2 3 4 5 6 7 8 | Always feel rushed pressure |
| Take things one at a time | 1 2 3 4 5 6 7 8 | Try to do may things at once; think about what I am going to do next |
| Do things slowly | 1 2 3 4 5 6 7 8 | Do things fast (eating.walking.etc.) |
| Express feelings | 1 2 3 4 5 6 7 8 | "Sit" on feelings |
| Have many interests | 1 2 3 4 5 6 7 8 | I have few interests outside work |

29



Demographic Variables

1. Age: 29 Years
2. Gender: Male / Female
3. Education Span: 15 Years
4. Occupation Service
5. Monthly Income: 25,000 Taka (Approx.)
6. Marital Status Unmarried

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I C try to forget it. (3)
- 10.2. I D need frequently encouragement from others for me to keep working at a difficult task. (2)
- 10.3. I E like jobs where I can make decisions be responsible for my own work. (5)
- 10.4. I A change my opinion when someone I admire disagrees with me. (5)
- 10.5. If I want something I D work hard to get it. (4)
- 10.6. I A prefer to learn the facts about something from someone else rather than have to dig them out of myself. (5)
- 10.7. I will C accept jobs that require me to supervise others. (3)
- 10.8. I A have a hard time saying "no" when someone tries to sell me something I don't want. (5)
- 10.9. I C like to have a say in any decisions made by any group I'm in. (3)
- 10.10. I E consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think D has a great influence on my behavior. (2)
- 10.12. Whenever something good happens to me I E feel it is because I've earned it. (5)
- 10.13. I E enjoy being in a position of leadership. (5)
- 10.14. I C need someone else to praise my work before I am satisfied with what I've done. (3)
- 10.15. I am D sure enough of my opinions to try and influence others. (4)
- 10.16. When something is going to affect me I E learn as much about it as I can. (5)
- 10.17. I D decide to do things on the spur of the moment. (2)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is D more important than being praised by someone else. (4)

10.19. I A let other peoples demands keep me from doing things I want to do. (5)

10.20. I C stick to my opinions when someone disagrees with me. (3)

10.21. I C do what I feel like doing not what other people think I ought to do. (3)

10.22. I E get discouraged when doing something that takes a long time to achieve results. (1)

10.23. When part of a group I D prefer to let other people make all the decisions. (2)

10.24. When I have a problem I A follow the advice of friends or relatives. (5)

10.25. I A enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (1)

10.26. I C prefer situations where I can depend on someone else's ability rather than just my own.

10.27. Having someone important tell me I did a good job is C more to me than feeling I've done a good job. (3)

10.28. When I'm involved in something I C try to find out all I can about what is going on even when someone else is in charge. (3)

(5)

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 5 6 7 8	Am never late
Am not competitive	1 2 3 4 5 6 7 8	Am very competitive
Never feel rushed, even under	1 2 3 4 5 6 7 8	Always feel rushed pressure
Take things one at a time	1 2 3 4 5 6 7 8	Try to do may things at once; think about what I am going to do next
Do things slowly	1 2 3 4 5 6 7 8	Do things fast (eating,walking,etc.)
Express feelings	1 2 3 4 5 6 7 8	"Sit" on feelings
Have many interests	1 2 3 4 5 6 7 8	Have few interests outside work

(3)

Demographic Variables

1. Age: 29 Years
2. Gender: Male / Female
3. Education Span: 16 Years
4. Occupation Job
5. Monthly Income: 25,000 Taka (Approx.)
6. Marital Status Unmarried

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I A try to forget it. (5)
- 10.2. I B need frequently encouragement from others for me to keep working at a difficult task. (4)
- 10.3. I E like jobs where I can make decisions be responsible for my own work. (5)
- 10.4. I A change my opinion when someone I admire disagrees with me. (5)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I C prefer to learn the facts about something from someone else rather than have to dig them out of myself. (3)
- 10.7. I will D accept jobs that require me to supervise others. (4)
- 10.8. I A have a hard time saying "no" when someone tries to sell me something I don't want. (5)
- 10.9. I D like to have a say in any decisions made by any group I'm in. (4)
- 10.10. I E consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think B has a great influence on my behavior. (4)
- 10.12. Whenever something good happens to me I D feel it is because I've earned it. (4)
- 10.13. I E enjoy being in a position of leadership. (5)
- 10.14. I A need someone else to praise my work before I am satisfied with what I've done. (5)
- 10.15. I am D sure enough of my opinions to try and influence others. (4)
- 10.16. When something is going to affect me I D learn as much about it as I can. (4)
- 10.17. I C decide to do things on the spur of the moment. (3)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is E more important than being praised by someone else. (5)

10.19. I C let other peoples demands keep me from doing things I want to do. (3)

10.20. I D stick to my opinions when someone disagrees with me. (4)

10.21. I D do what I feel like doing not what other people think I ought to do. (4)

10.22. I A get discouraged when doing something that takes a long time to achieve results. (5)

10.23. When part of a group I A prefer to let other people make all the decisions. (5)

10.24. When I have a problem I C follow the advice of friends or relatives. (3)

10.25. I D enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (4)

10.26. I A prefer situations where I can depend on someone else's ability rather than just my own. (5)

10.27. Having someone important tell me I did a good job is C more to me than feeling I've done a good job. (3)

10.28. When I'm involved in something I D try to find out all I can about what is going on even when someone else is in charge. (4)

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Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 5 6 7 8	Am never late
Am not competitive	1 2 3 4 5 6 7 8	Am very competitive
Never feel rushed, even under	1 2 3 4 5 6 7 8	Always feel rushed pressure
Take things one at a time	1 2 3 4 5 6 7 8	Try to do may things at once; think about what I am going to do next
Do things slowly	1 2 3 4 5 6 7 8	Do things fast (eating.walking.etc.)
Express feelings	1 2 3 4 5 6 7 8	"Sit" on feelings
Have many interests	1 2 3 4 5 6 7 8	Have few interests outside work

36

Demographic Variables

1. Age: fifty one Years
2. Gender: Male / Female ✓
3. Education Span: Sixteen Years
4. Occupation Banker
5. Monthly Income: Twentytwo ^{thousands} Taka (Approx.)
6. Marital Status Married

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I D try to forget it. (2)
- 10.2. I C need frequently encouragement from others for me to keep working at a difficult task. (3)
- 10.3. I E like jobs where I can make decisions be responsible for my own work. (5)
- 10.4. I B change my opinion when someone I admire disagrees with me. (4)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I C prefer to learn the facts about something from someone else rather than have to dig them out of myself. (3)
- 10.7. I will E accept jobs that require me to supervise others. (5)
- 10.8. I E have a hard time saying "no" when someone tries to sell me something I don't want. (1)
- 10.9. I E like to have a say in any decisions made by any group I'm in. (5)
- 10.10. I B consider the different sides of an issue before making any decisions. (2)
- 10.11. What other people think B has a great influence on my behavior. (4)
- 10.12. Whenever something good happens to me I E feel it is because I've earned it. (5)
- 10.13. I E enjoy being in a position of leadership. (5)
- 10.14. I A need someone else to praise my work before I am satisfied with what I've done. (5)
- 10.15. I am D sure enough of my opinions to try and influence others. (4)
- 10.16. When something is going to affect me I E learn as much about it as I can. (5)
- 10.17. I E decide to do things on the spur of the moment. (1)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is E more important than being praised by someone else. (5)

10.19. I B let other peoples demands keep me from doing things I want to do. (4)

10.20. I D stick to my opinions when someone disagrees with me. (4)

10.21. I E do what I feel like doing not what other people think I ought to do. (1)

10.22. I E get discouraged when doing something that takes a long time to achieve results. (1)

10.23. When part of a group I C prefer to let other people make all the decisions. (3)

10.24. When I have a problem I C follow the advice of friends or relatives. (3)

10.25. I E enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (5)

10.26. I A prefer situations where I can depend on someone else's ability rather than just my own.

10.27. Having someone important tell me I did a good job is C more to me than feeling I've done a good job. (3)

10.28. When I'm involved in something I E try to find out all I can about what is going on even wh someone else is in charge. (5)

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Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 5 6 7 8	Am never late
Am not competitive	1 2 3 4 5 6 7 8	Am very competitive
Never feel rushed, even under	1 2 3 4 5 6 7 8	Always feel rushed pressure
Take things one at a time	1 2 3 4 5 6 7 8	Try to do many things at once; think about what I am going to do next
Do things slowly	1 2 3 4 5 6 7 8	Do things fast (eating, walking, etc.)
Express feelings	1 2 3 4 5 6 7 8	"Sit" on feelings
Have many interests	1 2 3 4 5 6 7 8	I have few interests outside work

38

Demographic Variables

1. Age: 30 Years
2. Gender: Male / Female
3. Education Span: 5 Years
4. Occupation
5. Monthly Income: 29000 Taka (Approx.)
6. Marital Status Married

3

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I C try to forget it. (3)
- 10.2. I B need frequently encouragement from others for me to keep working at a difficult task. (4)
- 10.3. I A like jobs where I can make decisions be responsible for my own work. (1)
- 10.4. I E change my opinion when someone I admire disagrees with me. (1)
- 10.5. If I want something I C work hard to get it. (3)
- 10.6. I D prefer to learn the facts about something from someone else rather than have to dig them out of myself. (2)
- 10.7. I will B accept jobs that require me to supervise others. (2)
- 10.8. I A have a hard time saying "no" when someone tries to sell me something I don't want. (5)
- 10.9. I D like to have a say in any decisions made by any group I'm in. (4)
- 10.10. I A consider the different sides of an issue before making any decisions. (1)
- 10.11. What other people think C has a great influence on my behavior. (3)
- 10.12. Whenever something good happens to me I C feel it is because I've earned it. (3)
- 10.13. I E enjoy being in a position of leadership. (5)
- 10.14. I B need someone else to praise my work before I am satisfied with what I've done. (4)
- 10.15. I am D sure enough of my opinions to try and influence others. (4)
- 10.16. When something is going to affect me I A learn as much about it as I can. (1)
- 10.17. I B decide to do things on the spur of the moment. (4)

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

- 10.18. For me, knowing I've done something well is E more important than being praised by someone else. (5)
- 10.19. I C let other peoples demands keep me from doing things I want to do. (3)
- 10.20. I C stick to my opinions when someone disagrees with me. (3)
- 10.21. I A do what I feel like doing not what other people think I ought to do. (1)
- 10.22. I B get disçouraged when doing something that takes a long time to achieve results. (4)
- 10.23. When part of a group I C prefer to let other people make all the decisions. (3)
- 10.24. When I have a problem I B follow the advice of friends or relatives. (4)
- 10.25. I B enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (2)
- 10.26. I C prefer situations where I can depend on someone else's ability rather than just my own.
- 10.27. Having someone important tell me I did a good job is D more to me than feeling I've done a good job. (2)
- 10.28. When I'm involved in something I E try to find out all I can about what is going on even when someone else is in charge. (5)

85

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

- | | | |
|-------------------------------|------------------------|--|
| Am casual about appointments | 1 2 3 4 5 6 7 8 | Am never late |
| Am not competitive | 1 2 3 4 5 6 7 8 | Am very competitive |
| Never feel rushed, even under | 1 2 3 4 5 6 7 8 | Always feel rushed pressure |
| Take things one at a time | 1 2 3 4 5 6 7 8 | Try to do may things at once; think about what I am going to do next |
| Do things slowly | 1 2 3 4 5 6 7 8 | Do things fast (eating,walking,etc.) |
| Express feelings | 1 2 3 4 5 6 7 8 | "Sit" on feelings |
| Have many interests | 1 2 3 4 5 6 7 8 | I have few interests outside work |

40



LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I C try to forget it. (3)
- 10.2. I E need frequently encouragement from others for me to keep working at a difficult task. (1)
- 10.3. I E like jobs where I can make decisions be responsible for my own work. (5)
- 10.4. I B change my opinion when someone I admire disagrees with me. (4)
- 10.5. If I want something I A work hard to get it. (1)
- 10.6. I C prefer to learn the facts about something from someone else rather than have to dig them out of myself. (3)
- 10.7. I will D accept jobs that require me to supervise others. (4)
- 10.8. I A have a hard time saying "no" when someone tries to sell me something I don't want. (5)
- 10.9. I E like to have a say in any decisions made by any group I'm in. (5)
- 10.10. I B consider the different sides of an issue before making any decisions. (2)
- 10.11. What other people think C has a great influence on my behavior. (5)
- 10.12. Whenever something good happens to me I A feel it is because I've earned it. (1)
- 10.13. I A enjoy being in a position of leadership. (1)
- 10.14. I B need someone else to praise my work before I am satisfied with what I've done. (4)
- 10.15. I am E sure enough of my opinions to try and influence others. (5)
- 10.16. When something is going to affect me I C learn as much about it as I can. (3)
- 10.17. I B decide to do things on the spur of the moment. (4)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90%of the time)

10.18. For me, knowing I've done something well is C more important than being praised by someone else. (3)

10.19. I B let other peoples demands keep me from doing things I want to do. (4)

10.20. I A stick to my opinions when someone disagrees with me. (1)

10.21. I D do what I feel like doing not what other people think I ought to do. (4)

10.22. I E get discouragred when doing something that takes a long time to achieve results. (1)

10.23. When part of a group I C prefer to let other people make all the decisions. (3)

10.24. When I have a problem I D follow the advice of friends or relatives. (2)

10.25. I E enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (5)

10.26. I E prefer situations where I can depend on someone else's ability rather than just my own. (1)

10.27. Having someone important tell me I did a good job is A more to me than feeling I've done a good job. (5)

10.28. When I'm involved in something I E try to find out all I can about what is going on even when someone else is in charge. (5)

88

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

- | | | |
|-------------------------------|------------------------|--|
| Am casual about appointments | 1 2 3 4 5 6 <u>7</u> 8 | Am never late |
| Am not competitive | 1 2 3 4 5 <u>6</u> 7 8 | Am very competitive |
| Never feel rushed, even under | 1 2 3 4 <u>5</u> 6 7 8 | Always feel rushed pressure |
| Take things one at a time | 1 2 3 4 5 <u>6</u> 7 8 | Try to do may things at once; think about what I am going to do next |
| Do things slowly | 1 2 3 <u>4</u> 5 6 7 8 | Do things fast (eating,walking,etc.) |
| Express feelings | 1 2 3 4 5 <u>6</u> 7 8 | "Sit" on feelings |
| Have many interests | 1 2 3 4 5 6 <u>7</u> 8 | Have few interests outside work |

11

Demographic Variables

1. Age: 27 Years
2. Gender: Male / Female
3. Education Span: 16+ Years
4. Occupation service
5. Monthly Income: 25,000 Taka (Approx.)
6. Marital Status married.

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I B try to forget it. (4)
- 10.2. I E need frequently encouragement from others for me to keep working at a difficult task. (3)
- 10.3. I E like jobs where I can make decisions be responsible for my own work. (5)
- 10.4. I E change my opinion when someone I admire disagrees with me. (5)
- 10.5. If I want something I D work hard to get it. (4)
- 10.6. I E prefer to learn the facts about something from someone else rather than have to dig them out of myself. (3)
- 10.7. I will D accept jobs that require me to supervise others. (4)
- 10.8. I D have a hard time saying "no" when someone tries to sell me something I don't want. (2)
- 10.9. I D E like to have a say in any decisions made by any group I'm in. (3)
- 10.10. I D consider the different sides of an issue before making any decisions. (4)
- 10.11. What other people think E has a great influence on my behavior. (3)
- 10.12. Whenever something good happens to me I E feel it is because I've earned it. (5)
- 10.13. I D enjoy being in a position of leadership. (4)
- 10.14. I B need someone else to praise my work before I am satisfied with what I've done. (4)
- 10.15. I am E sure enough of my opinions to try and influence others. (3)
- 10.16. When something is going to affect me I D learn as much about it as I can. (4)
- 10.17. I E decide to do things on the spur of the moment. (3)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is D more important than being praised by someone else. (4)

10.19. I C let other people's demands keep me from doing things I want to do. (3)

10.20. I E stick to my opinions when someone disagrees with me. (5)

10.21. I C do what I feel like doing not what other people think I ought to do. (3)

10.22. I C get discouraged when doing something that takes a long time to achieve results. (3)

10.23. When part of a group I B prefer to let other people make all the decisions. (4)

10.24. When I have a problem I D follow the advice of friends or relatives. (2)

10.25. I E enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (5)

10.26. I C prefer situations where I can depend on someone else's ability rather than just my own. (3)

10.27. Having someone important tell me I did a good job is D more to me than feeling I've done a good job. (4)

10.28. When I'm involved in something I B try to find out all I can about what is going on even when someone else is in charge. (2)

55

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

- | | | |
|-------------------------------|------------------------|--|
| Am casual about appointments | 1 2 3 4 5 6 7 8 | Am never late |
| Am not competitive | 1 2 3 4 5 6 7 8 | Am very competitive |
| Never feel rushed, even under | 1 2 3 4 5 6 7 8 | Always feel rushed pressure |
| Take things one at a time | 1 2 3 4 5 6 7 8 | Try to do may things at once; think about what I am going to do next |
| Do things slowly | 1 2 3 4 5 6 7 8 | Do things fast (eating, walking, etc.) |
| Express feelings | 1 2 3 4 5 6 7 8 | "Sit" on feelings |
| Have many interests | 1 2 3 4 5 6 7 8 | I have few interests outside work |

39

Demographic Variables

1. Age: 28 Years
2. Gender: Male / Female
3. Education Span: 15+ Years
4. Occupation
5. Monthly Income: 30,000 Taka (Approx.)
6. Marital Status UM

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I E try to forget it. (1)
- 10.2. I C need frequently encouragement from others for me to keep working at a difficult task. (3)
- 10.3. I C like jobs where I can make decisions be responsible for my own work. (3)
- 10.4. I A change my opinion when someone I admire disagrees with me. (5)
- 10.5. If I want something I B work hard to get it. (2)
- 10.6. I B prefer to learn the facts about something from someone else rather than have to dig them out of myself. (4)
- 10.7. I will B accept jobs that require me to supervise others. (2)
- 10.8. I D have a hard time saying "no" when someone tries to sell me something I don't want. (2)
- 10.9. I E like to have a say in any decisions made by any group I'm in. (5)
- 10.10. I C consider the different sides of an issue before making any decisions. (3)
- 10.11. What other people think B has a great influence on my behavior. (4)
- 10.12. Whenever something good happens to me I A feel it is because I've earned it. (1)
- 10.13. I C enjoy being in a position of leadership. (3)
- 10.14. I C need someone else to praise my work before I am satisfied with what I've done. (3)
- 10.15. I am D sure enough of my opinions to try and influence others. (4)
- 10.16. When something is going to affect me I D learn as much about it as I can. (4)
- 10.17. I E decide to do things on the spur of the moment. (1)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90%of the time)

10.18. For me, knowing I've done something well is E more important than being praised by someone else. (5)

10.19. I A let other peoples demands keep me from doing things I want to do. (5)

10.20. I C stick to my opinions when someone disagrees with me. (3)

10.21. I D do what I feel like doing not what other people think I ought to do. (4)

10.22. I B get discouraged when doing something that takes a long time to achieve results. (4)

10.23. When part of a group I D prefer to let other people make all the decisions. (2)

10.24. When I have a problem I D follow the advice of friends or relatives. (2)

10.25. I E enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (5)

10.26. I E prefer situations where I can depend on someone else's ability rather than just my own. (5)

10.27. Having someone important tell me I did a good job is C more to me than feeling I've done a good job. (3)

10.28. When I'm involved in something I C try to find out all I can about what is going on even when someone else is in charge. (3)

(29)

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 <u>5</u> 6 7 8	Am never late
Am not competitive	1 2 3 <u>4</u> 5 6 7 8	Am very competitive
Never feel rushed, even under	1 2 3 4 <u>5</u> 6 7 8	Always feel rushed pressure
Take things one at a time	1 2 3 4 5 <u>6</u> 7 8	Try to do may things at once; think about what I am going to do next
Do things slowly	1 2 3 4 5 <u>6</u> 7 8	Do things fast (eating.walking.etc.)
Express feelings	1 2 3 4 5 6 <u>7</u> 8	"Sit" on feelings
Have many interests	1 2 3 4 5 6 <u>7</u> 8	Have few interests outside work

40

Demographic Variables

1. Age: 52 Years
2. Gender: Male / Female
3. Education Span: 14 Years
4. Occupation Service (Sr. Officer) BKB Shyamoli Bn.
5. Monthly Income: 14000 Taka (Approx.)
6. Marital Status Married

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I E try to forget it. (1)
- 10.2. I A need frequently encouragement from others for me to keep working at a difficult task. (5)
- 10.3. I C like jobs where I can make decisions be responsible for my own work. (3)
- 10.4. I A change my opinion when someone I admire disagrees with me. (5)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I A prefer to learn the facts about something from someone else rather than have to dig them out of myself. (5)
- 10.7. I will E accept jobs that require me to supervise others. (5)
- 10.8. I E have a hard time saying "no" when someone tries to sell me something I don't want. (1)
- 10.9. I C like to have a say in any decisions made by any group I'm in. (3)
- 10.10. I E consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think E has a great influence on my behavior. (1)
- 10.12. Whenever something good happens to me I D feel it is because I've earned it. (4)
- 10.13. I E enjoy being in a position of leadership. (5)
- 10.14. I A need someone else to praise my work before I am satisfied with what I've done. (5)
- 10.15. I am A sure enough of my opinions to try and influence others. (1)
- 10.16. When something is going to affect me I D learn as much about it as I can. (4)
- 10.17. I C decide to do things on the spur of the moment. (3)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is D more important than being praised by someone else. (4)

10.19. I D let other peoples demands keep me from doing things I want to do. (2)

10.20. I E stick to my opinions when someone disagrees with me. (5)

10.21. I C do what I feel like doing not what other people think I ought to do. (3)

10.22. I E get discouraged when doing something that takes a long time to achieve results. (1)

10.23. When part of a group I E prefer to let other people make all the decisions. (1)

10.24. When I have a problem I B follow the advice of friends or relatives. (4)

10.25. I C enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (3)

10.26. I E prefer situations where I can depend on someone else's ability rather than just my own. (1)

10.27. Having someone important tell me I did a good job is D more to me than feeling I've done a good job. (2)

10.28. When I'm involved in something I E try to find out all I can about what is going on even when someone else is in charge. (5)

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Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

- | | | |
|-------------------------------|------------------------|--|
| Am casual about appointments | 1 2 3 4 5 6 7 <u>8</u> | Am never late |
| Am not competitive | 1 2 3 4 5 6 7 <u>8</u> | Am very competitive |
| Never feel rushed, even under | 1 2 3 4 5 6 <u>7</u> 8 | Always feel rushed pressure |
| Take things one at a time | 1 2 3 4 5 6 <u>7</u> 8 | Try to do may things at once; think about what I am going to do next |
| Do things slowly | 1 2 3 4 5 6 7 <u>8</u> | Do things fast (eating,walking,etc.) |
| Express feelings | <u>1</u> 2 3 4 5 6 7 8 | "Sit" on feelings |
| Have many interests | 1 2 3 4 5 6 <u>7</u> 8 | Have few interests outside work |

46



Demographic Variables

1. Age: 32 Years
2. Gender: Male / Female
3. Education Span: 18 Years
4. Occupation Banker
5. Monthly Income: 14,000 Taka (Approx.)
6. Marital Status married

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I C try to forget it. (3)
- 10.2. I B need frequently encouragement from others for me to keep working at a difficult task. (4)
- 10.3. I D like jobs where I can make decisions be responsible for my own work. (4)
- 10.4. I B change my opinion when someone I admire disagrees with me. (4)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I B prefer to learn the facts about something from someone else rather than have to dig them out of myself. (4)
- 10.7. I will D accept jobs that require me to supervise others. (4)
- 10.8. I E have a hard time saying "no" when someone tries to sell me something I don't want. (1)
- 10.9. I D like to have a say in any decisions made by any group I'm in. (4)
- 10.10. I E consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think C has a great influence on my behavior. (3)
- 10.12. Whenever something good happens to me I C feel it is because I've earned it. (3)
- 10.13. I D enjoy being in a position of leadership. (4)
- 10.14. I A need someone else to praise my work before I am satisfied with what I've done. (5)
- 10.15. I am D sure enough of my opinions to try and influence others. (4)
- 10.16. When something is going to affect me I E learn as much about it as I can. (5)
- 10.17. I E decide to do things on the spur of the moment. (1)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is E more important than being praised by someone else. (5)

10.19. I D let other peoples demands keep me from doing things I want to do. (2)

10.20. I C stick to my opinions when someone disagrees with me. (3)

10.21. I B do what I feel like doing not what other people think I ought to do. (2)

10.22. I B get discouraged when doing something that takes a long time to achieve results. (4)

10.23. When part of a group I D prefer to let other people make all the decisions. (2)

10.24. When I have a problem I D follow the advice of friends or relatives. (2)

10.25. I E enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (5)

10.26. I A prefer situations where I can depend on someone else's ability rather than just my own. (5)

10.27. Having someone important tell me I did a good job is C more to me than feeling I've done a good job. (3)

10.28. When I'm involved in something I E try to find out all I can about what is going on even when someone else is in charge. (5)

101

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

- | | | |
|-------------------------------|------------------------|--|
| Am casual about appointments | 1 2 3 4 5 6 7 8 | Am never late |
| Am not competitive | 1 2 3 4 5 6 7 8 | Am very competitive |
| Never feel rushed, even under | 1 2 3 4 5 6 7 8 | Always feel rushed pressure |
| Take things one at a time | 1 2 3 4 5 6 7 8 | Try to do may things at once; think about what I am going to do next |
| Do things slowly | 1 2 3 4 5 6 7 8 | Do things fast (eating.walking.etc.) |
| Express feelings | 1 2 3 4 5 6 7 8 | "Sit" on feelings |
| Have many interests | 1 2 3 4 5 6 7 8 | Have few interests outside work |

41

Demographic Variables

1. Age: 26 Years
2. Gender: Male / Female Male
3. Education Span: 14 Years
4. Occupation Private Service
5. Monthly Income: n/a Taka (Approx.)
6. Marital Status Unmarried.

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I A try to forget it. (5)
- 10.2. I E need frequently encouragement from others for me to keep working at a difficult task. (1)
- 10.3. I C like jobs where I can make decisions be responsible for my own work. (3)
- 10.4. I E change my opinion when someone I admire disagrees with me. (1)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I C prefer to learn the facts about something from someone else rather than have to dig them out of myself. (3)
- 10.7. I will A accept jobs that require me to supervise others. (1)
- 10.8. I C have a hard time saying "no" when someone tries to sell me something I don't want. (3)
- 10.9. I E like to have a say in any decisions made by any group I'm in. (5)
- 10.10. I E consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think D has a great influence on my behavior. (2)
- 10.12. Whenever something good happens to me I A feel it is because I've earned it. (1)
- 10.13. I C enjoy being in a position of leadership. (3)
- 10.14. I B need someone else to praise my work before I am satisfied with what I've done. (4)
- 10.15. I am E sure enough of my opinions to try and influence others. (5)
- 10.16. When something is going to affect me I E learn as much about it as I can. (5)
- 10.17. I A decide to do things on the spur of the moment. (5)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is E more important than being praised by someone else. (5)

10.19. I B let other peoples demands keep me from doing things I want to do. (4)

10.20. I D stick to my opinions when someone disagrees with me. (4)

10.21. I C do what I feel like doing not what other people think I ought to do. (3)

10.22. I C get discouraged when doing something that takes a long time to achieve results. (3)

10.23. When part of a group I C prefer to let other people make all the decisions. (3)

10.24. When I have a problem I D follow the advice of friends or relatives. (2)

10.25. I E enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (5)

10.26. I A prefer situations where I can depend on someone else's ability rather than just my own. (5)

10.27. Having someone important tell me I did a good job is E more to me than feeling I've done a good job. (2)

10.28. When I'm involved in something I E try to find out all I can about what is going on even when someone else is in charge. (5)

92

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 5 6 7 8	Am never late
Am not competitive	1 2 3 4 5 6 7 8	Am very competitive
Never feel rushed, even under	1 2 3 4 5 6 7 8	Always feel rushed pressure
Take things one at a time	1 2 3 4 5 6 7 8	Try to do many things at once; think about what I am going to do next
Do things slowly	1 2 3 4 5 6 7 8	Do things fast (eating, walking, etc.)
Express feelings	1 2 3 4 5 6 7 8	"Sit" on feelings
Have many interests	1 2 3 4 5 6 7 8	Have few interests outside work

37



Demographic Variables

1. Age: 50 Years
2. Gender: Male / Female
3. Education Span: 16 Years
4. Occupation Service
5. Monthly Income: 29000 Taka (Approx.)
6. Marital Status married

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I A try to forget it. (5)
- 10.2. I C need frequently encouragement from others for me to keep working at a difficult task. (3)
- 10.3. I E like jobs where I can make decisions be responsible for my own work. (5)
- 10.4. I B change my opinion when someone I admire disagrees with me. (4)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I E prefer to learn the facts about something from someone else rather than have to dig them out of myself. (1)
- 10.7. I will E accept jobs that require me to supervise others. (5)
- 10.8. I B have a hard time saying "no" when someone tries to sell me something I don't want. (4)
- 10.9. I E like to have a say in any decisions made by any group I'm in. (5)
- 10.10. I E consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think E has a great influence on my behavior. (1)
- 10.12. Whenever something good happens to me I D feel it is because I've earned it. (4)
- 10.13. I E enjoy being in a position of leadership. (5)
- 10.14. I D need someone else to praise my work before I am satisfied with what I've done. (2)
- 10.15. I am E sure enough of my opinions to try and influence others. (5)
- 10.16. When something is going to affect me I C learn as much about it as I can. (3)
- 10.17. I B decide to do things on the spur of the moment. (4)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is B more important than being praised by someone else. (2)

10.19. I A let other peoples demands keep me from doing things I want to do. (5)

10.20. I B stick to my opinions when someone disagrees with me. (2)

10.21. I C do what I feel like doing not what other people think I ought to do. (3)

10.22. I A get discouraged when doing something that takes a long time to achieve results. (5)

10.23. When part of a group I E prefer to let other people make all the decisions. (1)

10.24. When I have a problem I E follow the advice of friends or relatives. (1)

10.25. I C enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (3)

10.26. I D prefer situations where I can depend on someone else's ability rather than just my own. (2)

10.27. Having someone important tell me I did a good job is D more to me than feeling I've done a good job. (2)

10.28. When I'm involved in something I C try to find out all I can about what is going on even when someone else is in charge. (3)

95

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

- | | | |
|-------------------------------|------------------------|--|
| Am casual about appointments | 1 2 3 4 5 6 7 8 | Am never late |
| Am not competitive | 1 2 3 4 5 6 7 8 | Am very competitive |
| Never feel rushed, even under | 1 2 3 4 5 6 7 8 | Always feel rushed pressure |
| Take things one at a time | 1 2 3 4 5 6 7 8 | Try to do may things at once; think about what I am going to do next |
| Do things slowly | 1 2 3 4 5 6 7 8 | Do things fast (eating,walking.etc.) |
| Express feelings | 1 2 3 4 5 6 7 8 | "Sit" on feelings |
| I have many interests | 1 2 3 4 5 6 7 8 | I have few interests outside work |

36

Demographic Variables

1. Age: 29 Years
2. Gender: Male / Female
3. Education Span: 15 Years
4. Occupation Service Holder
5. Monthly Income: _____ Taka (Approx.)
6. Marital Status Married

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I A try to forget it. (5)
- 10.2. I E need frequently encouragement from others for me to keep working at a difficult task. (1)
- 10.3. I C like jobs where I can make decisions be responsible for my own work. (2)
- 10.4. I E change my opinion when someone I admire disagrees with me. (1)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I E prefer to learn the facts about something from someone else rather than have to dig them out of myself. (1)
- 10.7. I will C accept jobs that require me to supervise others. (3)
- 10.8. I A have a hard time saying "no" when someone tries to sell me something I don't want. (5)
- 10.9. I C like to have a say in any decisions made by any group I'm in. (2)
- 10.10. I E consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think E has a great influence on my behavior. (1)
- 10.12. Whenever something good happens to me I E feel it is because I've earned it. (5)
- 10.13. I C enjoy being in a position of leadership. (3)
- 10.14. I B need someone else to praise my work before I am satisfied with what I've done. (4)
- 10.15. I am E sure enough of my opinions to try and influence others. (5)
- 10.16. When something is going to affect me I C learn as much about it as I can. (3)
- 10.17. I A decide to do things on the spur of the moment. (5)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is E more important than being praised by someone else. (5)

10.19. I B let other peoples demands keep me from doing things I want to do. (4)

10.20. I D stick to my opinions when someone disagrees with me. (4)

10.21. I C do what I feel like doing not what other people think I ought to do. (3)

10.22. I C get discouraged when doing something that takes a long time to achieve results. (3)

10.23. When part of a group I C prefer to let other people make all the decisions. (3)

10.24. When I have a problem I D follow the advice of friends or relatives. (2)

10.25. I E enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (5)

10.26. I A prefer situations where I can depend on someone else's ability rather than just my own. (1)

10.27. Having someone important tell me I did a good job is E more to me than feeling I've done a good job. (1)

10.28. When I'm involved in something I E try to find out all I can about what is going on even when someone else is in charge. (5)

98

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 5 6 7 8	Am never late
Am not competitive	1 2 3 4 5 6 7 8	Am very competitive
Never feel rushed, even under	1 2 3 4 5 6 7 8	Always feel rushed pressure
Take things one at a time	1 2 3 4 5 6 7 8	Try to do many things at once; think about what I am going to do next
Do things slowly	1 2 3 4 5 6 7 8	Do things fast (eating, walking, etc.)
Express feelings	1 2 3 4 5 6 7 8	"Sit" on feelings
Have many interests	1 2 3 4 5 6 7 8	Have few interests outside work

38



Demographic Variables

1. Age: 23 Years
2. Gender: Male / Female
3. Education Span: 17 Years
4. Occupation Service
5. Monthly Income: _____ Taka (Approx.)
6. Marital Status Unmarried

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I A try to forget it. (5)
- 10.2. I E need frequently encouragement from others for me to keep working at a difficult task. (1)
- 10.3. I C like jobs where I can make decisions be responsible for my own work. (3)
- 10.4. I E change my opinion when someone I admire disagrees with me. (1)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I C prefer to learn the facts about something from someone else rather than have to dig them out of myself. (3)
- 10.7. I will C accept jobs that require me to supervise others. (3)
- 10.8. I A have a hard time saying "no" when someone tries to sell me something I don't want. (5)
- 10.9. I C like to have a say in any decisions made by any group I'm in. (3)
- 10.10. I F consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think E has a great influence on my behavior. (1)
- 10.12. Whenever something good happens to me I E feel it is because I've earned it. (5)
- 10.13. I C enjoy being in a position of leadership. (3)
- 10.14. I B need someone else to praise my work before I am satisfied with what I've done. (4)
- 10.15. I am E sure enough of my opinions to try and influence others. (5)
- 10.16. When something is going to affect me I E learn as much about it as I can. (5)
- 10.17. I A decide to do things on the spur of the moment. (5)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is E more important than being praised by someone else. (5)

10.19. I B let other people's demands keep me from doing things I want to do. (1)

10.20. I D stick to my opinions when someone disagrees with me. (4)

10.21. I C do what I feel like doing not what other people think I ought to do. (3)

10.22. I C get discouraged when doing something that takes a long time to achieve results. (3)

10.23. When part of a group I C prefer to let other people make all the decisions. (3)

10.24. When I have a problem I D follow the advice of friends or relatives. (2)

10.25. I E enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (5)

10.26. I A prefer situations where I can depend on someone else's ability rather than just my own. (1)

10.27. Having someone important tell me I did a good job is E more to me than feeling I've done a good job. (1)

10.28. When I'm involved in something I E try to find out all I can about what is going on even when someone else is in charge. (5)

99

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

- | | | |
|-------------------------------|------------------------|--|
| Am casual about appointments | 1 2 3 4 5 6 7 8 | Am never late |
| Am not competitive | 1 2 3 4 5 6 7 8 | Am very competitive |
| Never feel rushed, even under | 1 2 3 4 5 6 7 8 | Always feel rushed pressure |
| Take things one at a time | 1 2 3 4 5 6 7 8 | Try to do may things at once; think about what I am going to do next |
| Do things slowly | 1 2 3 4 5 6 7 8 | Do things fast (eating.walking.etc.) |
| Express feelings | 1 2 3 4 5 6 7 8 | "Sit" on feelings |
| I have many interests | 1 2 3 4 5 6 7 8 | I have few interests outside work |

38

Demographic Variables

1. Age: 42 Years
2. Gender: ~~Male~~ / Female
3. Education Span: 12 Years
4. Occupation Service
5. Monthly Income: 218000/- Taka (Approx.)
6. Marital Status Married

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I B try to forget it. (4)
- 10.2. I D need frequently encouragement from others for me to keep working at a difficult task. (2)
- 10.3. I C like jobs where I can make decisions be responsible for my own work. (3)
- 10.4. I C change my opinion when someone I admire disagrees with me. (3)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I A prefer to learn the facts about something from someone else rather than have to dig them out of myself. (5)
- 10.7. I will C accept jobs that require me to supervise others. (3)
- 10.8. I A have a hard time saying "no" when someone tries to sell me something I don't want. (5)
- 10.9. I C like to have a say in any decisions made by any group I'm in. (3)
- 10.10. I D consider the different sides of an issue before making any decisions. (4)
- 10.11. What other people think C has a great influence on my behavior. (3)
- 10.12. Whenever something good happens to me I D feel it is because I've earned it. (4)
- 10.13. I E enjoy being in a position of leadership. (5)
- 10.14. I D need someone else to praise my work before I am satisfied with what I've done. (2)
- 10.15. I am A sure enough of my opinions to try and influence others. (1)
- 10.16. When something is going to affect me I C learn as much about it as I can. (3)
- 10.17. I D decide to do things on the spur of the moment. (2)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90%of the time)

10.18. For me, knowing I've done something well is C more important than being praised by someone else. (3)

10.19. I D let other peoples demands keep me from doing things I want to do. (4)

10.20. I C stick to my opinions when someone disagrees with me. (3)

10.21. I D do what I feel like doing not what other people think I ought to do. (2)

10.22. I D get discouraged when doing something that takes a long time to achieve results. (2)

10.23. When part of a group I A prefer to let other people make all the decisions. (5)

10.24. When I have a problem I E follow the advice of friends or relatives. (1)

10.25. I B enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (2)

10.26. I C prefer situations where I can depend on someone else's ability rather than just my own. (3)

10.27. Having someone important tell me I did a good job is C more to me than feeling I've done a good job. (3)

10.28. When I'm involved in something I B try to find out all I can about what is going on even when someone else is in charge. (2)

87

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

- | | | |
|-------------------------------|------------------------|--|
| Am casual about appointments | 1 2 3 4 5 <u>6</u> 7 8 | Am never late |
| Am not competitive | 1 2 3 4 5 6 7 <u>8</u> | Am very competitive |
| Never feel rushed, even under | 1 2 3 4 5 6 <u>7</u> 8 | Always feel rushed pressure |
| Take things one at a time | 1 <u>2</u> 3 4 5 6 7 8 | Try to do may things at once; think about what I am going to do next |
| Do things slowly | 1 <u>2</u> 3 4 5 6 7 8 | Do things fast (eating,walking,etc.) |
| Express feelings | 1 2 3 4 5 <u>6</u> 7 8 | "Sit" on feelings |
| Have many interests | 1 <u>2</u> 3 4 5 6 7 8 | Have few interests outside work |

33

Demographic Variables

1. Age: 34 Years
2. Gender: Male / Female
3. Education Span: 16 Years
4. Occupation Service
5. Monthly Income: 15,000/- Taka (Approx.)
6. Marital Status Married.

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I A try to forget it. (5)
- 10.2. I C need frequently encouragement from others for me to keep working at a difficult task. (3)
- 10.3. I E like jobs where I can make decisions be responsible for my own work. (5)
- 10.4. I A change my opinion when someone I admire disagrees with me. (5)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I E prefer to learn the facts about something from someone else rather than have to dig them out of myself. (1)
- 10.7. I will E accept jobs that require me to supervise others. (5)
- 10.8. I B have a hard time saying "no" when someone tries to sell me something I don't want. (4)
- 10.9. I E like to have a say in any decisions made by any group I'm in. (5)
- 10.10. I E consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think E has a great influence on my behavior. (1)
- 10.12. Whenever something good happens to me I D feel it is because I've earned it. (4)
- 10.13. I E enjoy being in a position of leadership. (5)
- 10.14. I E need someone else to praise my work before I am satisfied with what I've done. (1)
- 10.15. I am E sure enough of my opinions to try and influence others. (5)
- 10.16. When something is going to affect me I C learn as much about it as I can. (3)
- 10.17. I C decide to do things on the spur of the moment. (3)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is C more important than being praised by someone else. (3)

10.19. I E let other peoples demands keep me from doing things I want to do. (1)

10.20. I A stick to my opinions when someone disagrees with me. (1)

10.21. I C do what I feel like doing not what other people think I ought to do. (3)

10.22. I A get discouraged when doing something that takes a long time to achieve results. (5)

10.23. When part of a group I E prefer to let other people make all the decisions. (1)

10.24. When I have a problem I E follow the advice of friends or relatives. (1)

10.25. I C enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (3)

10.26. I C prefer situations where I can depend on someone else's ability rather than just my own. (3)

10.27. Having someone important tell me I did a good job is D more to me than feeling I've done a good job. (2)

10.28. When I'm involved in something I C try to find out all I can about what is going on even when someone else is in charge. (3)

91

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 5 6 <u>7</u> 8	Am never late
Am not competitive	1 2 3 4 5 6 7 <u>8</u>	Am very competitive
Never feel rushed, even under	1 <u>2</u> 3 4 5 6 7 8	Always feel rushed pressure
Take things one at a time	<u>1</u> 2 3 4 5 6 7 8	Try to do may things at once; think about what I am going to do next
Do things slowly	1 2 3 <u>4</u> 5 6 7 8	Do things fast (eating.walking.etc.)
Express feelings	1 2 3 <u>4</u> 5 6 7 8	"Sit" on feelings
Have many interests	1 2 3 <u>4</u> 5 6 7 8	Have few interests outside work

30



Demographic Variables

1. Age: 42 Years
2. Gender: Male / Female
3. Education Span: 14 Years
4. Occupation Banking Job
5. Monthly Income: 10,000/- Taka (Approx.)
6. Marital Status Married

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I B try to forget it. (4)
- 10.2. I C need frequently encouragement from others for me to keep working at a difficult task. (3)
- 10.3. I D like jobs where I can make decisions be responsible for my own work. (4)
- 10.4. I C change my opinion when someone I admire disagrees with me. (3)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I D prefer to learn the facts about something from someone else rather than have to dig them out of myself. (2)
- 10.7. I will B accept jobs that require me to supervise others. (2)
- 10.8. I E have a hard time saying "no" when someone tries to sell me something I don't want. (1)
- 10.9. I A like to have a say in any decisions made by any group I'm in. (1)
- 10.10. I B consider the different sides of an issue before making any decisions. (2)
- 10.11. What other people think C has a great influence on my behavior. (3)
- 10.12. Whenever something good happens to me I D feel it is because I've earned it. (4)
- 10.13. I E enjoy being in a position of leadership. (5)
- 10.14. I D need someone else to praise my work before I am satisfied with what I've done. (2)
- 10.15. I am C sure enough of my opinions to try and influence others. (3)
- 10.16. When something is going to affect me I C learn as much about it as I can. (3)
- 10.17. I A decide to do things on the spur of the moment. (5)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

- 10.18. For me, knowing I've done something well is A more important than being praised by someone else. (1)
- 10.19. I E let other peoples demands keep me from doing things I want to do. (1)
- 10.20. I E stick to my opinions when someone disagrees with me. (5)
- 10.21. I C do what I feel like doing not what other people think I ought to do. (3)
- 10.22. I C get discouraged when doing something that takes a long time to achieve results. (3)
- 10.23. When part of a group I B prefer to let other people make all the decisions. (4)
- 10.24. When I have a problem I A follow the advice of friends or relatives. (5)
- 10.25. I E enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (5)
- 10.26. I E prefer situations where I can depend on someone else's ability rather than just my own. (1)
- 10.27. Having someone important tell me I did a good job is D more to me than feeling I've done a good job. (2)
- 10.28. When I'm involved in something I D try to find out all I can about what is going on even when someone else is in charge. (4)

86

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 5 6 7 8	Am never late
Am not competitive	1 2 3 4 5 6 7 8	Am very competitive
Never feel rushed, even under	1 2 3 4 5 6 7 8	Always feel rushed pressure
Take things one at a time	1 2 3 4 5 6 7 8	Try to do may things at once; think about what I am going to do next
Do things slowly	1 2 3 4 5 6 7 8	Do things fast (eating,walking,etc.)
Express feelings	1 2 3 4 5 6 7 8	"Sit" on feelings
I have many interests	1 2 3 4 5 6 7 8	Have few interests outside work

43

Demographic Variables

1. Age: 30 Years
2. Gender: Male / Female
3. Education Span: 18 Years
4. Occupation
5. Monthly Income: 30,000 Taka (Approx.)
6. Marital Status Single.

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I A try to forget it. (5)
- 10.2. I C need frequently encouragement from others for me to keep working at a difficult task. (3)
- 10.3. I E like jobs where I can make decisions be responsible for my own work. (5)
- 10.4. I A change my opinion when someone I admire disagrees with me. (5)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I D prefer to learn the facts about something from someone else rather than have to dig them out of myself. (2)
- 10.7. I will E accept jobs that require me to supervise others. (5)
- 10.8. I C have a hard time saying "no" when someone tries to sell me something I don't want. (3)
- 10.9. I C like to have a say in any decisions made by any group I'm in. (3)
- 10.10. I E consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think C has a great influence on my behavior. (3)
- 10.12. Whenever something good happens to me I D feel it is because I've earned it. (4)
- 10.13. I E enjoy being in a position of leadership. (5)
- 10.14. I A need someone else to praise my work before I am satisfied with what I've done. (5)
- 10.15. I am D sure enough of my opinions to try and influence others. (4)
- 10.16. When something is going to affect me I E learn as much about it as I can. (5)
- 10.17. I B decide to do things on the spur of the moment. (4)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is E more important than being praised by someone else. (5)

10.19. I C let other peoples demands keep me from doing things I want to do. (3)

10.20. I C stick to my opinions when someone disagrees with me. (3)

10.21. I C do what I feel like doing not what other people think I ought to do. (3)

10.22. I B get discouraged when doing something that takes a long time to achieve results. (4)

10.23. When part of a group I C prefer to let other people make all the decisions. (3)

10.24. When I have a problem I E follow the advice of friends or relatives. (1)

10.25. I C enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (3)

10.26. I A prefer situations where I can depend on someone else's ability rather than just my own. (5)

10.27. Having someone important tell me I did a good job is E more to me than feeling I've done a good job. (1)

10.28. When I'm involved in something I C try to find out all I can about what is going on even when someone else is in charge. (3)

105

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

- | | | |
|-------------------------------|------------------------|--|
| Am casual about appointments | 1 2 3 4 5 6 <u>7</u> 8 | Am never late |
| Am not competitive | 1 2 3 4 5 6 <u>7</u> 8 | Am very competitive |
| Never feel rushed, even under | 1 2 3 4 5 6 <u>7</u> 8 | Always feel rushed pressure |
| Take things one at a time | 1 2 3 4 5 6 7 <u>8</u> | Try to do may things at once; think about what I am going to do next |
| Do things slowly | 1 2 3 4 5 <u>6</u> 7 8 | Do things fast (eating.walking.etc.) |
| Express feelings | 1 <u>2</u> 3 4 5 6 7 8 | "Sit" on feelings |
| Have many interests | <u>1</u> 2 3 4 5 6 7 8 | I have few interests outside work |

38



Demographic Variables

1. Age: 50 Years
2. Gender: Male / Female
3. Education Span: 18 Years
4. Occupation Banker
5. Monthly Income: 19,000 Taka (Approx.)
6. Marital Status Married

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I C try to forget it. (3)
- 10.2. I B need frequently encouragement from others for me to keep working at a difficult task. (4)
- 10.3. I B like jobs where I can make decisions be responsible for my own work. (2)
- 10.4. I B change my opinion when someone I admire disagrees with me. (4)
- 10.5. If I want something I C work hard to get it. (3)
- 10.6. I C prefer to learn the facts about something from someone else rather than have to dig them out of myself. (3)
- 10.7. I will D accept jobs that require me to supervise others. (4)
- 10.8. I C have a hard time saying "no" when someone tries to sell me something I don't want. (3)
- 10.9. I D like to have a say in any decisions made by any group I'm in. (4)
- 10.10. I D consider the different sides of an issue before making any decisions. (4)
- 10.11. What other people think C has a great influence on my behavior. (3)
- 10.12. Whenever something good happens to me I C feel it is because I've earned it. (3)
- 10.13. I C enjoy being in a position of leadership. (3)
- 10.14. I B need someone else to praise my work before I am satisfied with what I've done. (4)
- 10.15. I am C sure enough of my opinions to try and influence others. (3)
- 10.16. When something is going to affect me I D learn as much about it as I can. (4)
- 10.17. I D decide to do things on the spur of the moment. (2)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is D more important than being praised by someone else. (4)

10.19. I C let other peoples demands keep me from doing things I want to do. (3)

10.20. I C stick to my opinions when someone disagrees with me. (3)

10.21. I C do what I feel like doing not what other people think I ought to do. (3)

10.22. I C get discouraged when doing something that takes a long time to achieve results. (3)

10.23. When part of a group I A prefer to let other people make all the decisions. (5)

10.24. When I have a problem I C follow the advice of friends or relatives. (3)

10.25. I B enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (2)

10.26. I A prefer situations where I can depend on someone else's ability rather than just my own. ()

10.27. Having someone important tell me I did a good job is B more to me than feeling I've done a good job. (4)

10.28. When I'm involved in something I C try to find out all I can about what is going on even when someone else is in charge. (3)

94

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 5 <u>6</u> 7 8	Am never late
Am not competitive	1 2 3 4 5 <u>6</u> 7 8	Am very competitive
Never feel rushed, even under	1 2 3 4 <u>5</u> 6 7 8	Always feel rushed pressure
Take things one at a time	1 2 3 4 <u>5</u> 6 7 8	Try to do may things at once; think about what I am going to do next
Do things slowly	1 2 3 4 5 6 <u>7</u> 8	Do things fast (eating,walking,etc.)
Express feelings	1 2 3 4 5 6 <u>7</u> 8	"Sit" on feelings
Have many interests	1 2 3 4 5 <u>6</u> 7 8	Have few interests outside work

42

Demographic Variables

1. Age: 30 Years
2. Gender: Male / Female
3. Education Span: 18 Years
4. Occupation Service holder
5. Monthly Income: N/A Taka (Approx.)
6. Marital Status Unmarried

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I C try to forget it. (3)
- 10.2. I C need frequently encouragement from others for me to keep working at a difficult task. (3)
- 10.3. I C like jobs where I can make decisions be responsible for my own work. (3)
- 10.4. I E change my opinion when someone I admire disagrees with me. (1)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I C prefer to learn the facts about something from someone else rather than have to dig them out of myself. (3)
- 10.7. I will E accept jobs that require me to supervise others. (5)
- 10.8. I A have a hard time saying "no" when someone tries to sell me something I don't want. (5)
- 10.9. I E like to have a say in any decisions made by any group I'm in. (5)
- 10.10. I E consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think C has a great influence on my behavior. (3)
- 10.12. Whenever something good happens to me I E feel it is because I've earned it. (5)
- 10.13. I B enjoy being in a position of leadership. (4)
- 10.14. I C need someone else to praise my work before I am satisfied with what I've done. (3)
- 10.15. I am C sure enough of my opinions to try and influence others. (3)
- 10.16. When something is going to affect me I B learn as much about it as I can. (5)
- 10.17. I C decide to do things on the spur of the moment. (3)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is C more important than being praised by someone else. (3)

10.19. I B let other people's demands keep me from doing things I want to do. (4)

10.20. I C stick to my opinions when someone disagrees with me. (3)

10.21. I C do what I feel like doing not what other people think I ought to do. (3)

10.22. I A get discouraged when doing something that takes a long time to achieve results. (5)

10.23. When part of a group I B prefer to let other people make all the decisions. (4)

10.24. When I have a problem I A follow the advice of friends or relatives. (5)

10.25. I E enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (5)

10.26. I B prefer situations where I can depend on someone else's ability rather than just my own. (4)

10.27. Having someone important tell me I did a good job is B more to me than feeling I've done a good job. (4)

10.28. When I'm involved in something I E try to find out all I can about what is going on even when someone else is in charge. (5)

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Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments

1 2 3 4 5 6 7 8

Am never late

Am not competitive

1 2 3 4 5 6 7 8

Am very competitive

Never feel rushed, even under

1 2 3 4 5 6 7 8

Always feel rushed pressure

Take things one at a time

1 2 3 4 5 6 7 8

Try to do may things at once; think about what I am going to do next

Do things slowly

1 2 3 4 5 6 7 8

Do things fast (eating, walking, etc.)

Express feelings

1 2 3 4 5 6 7 8

"Sit" on feelings

Have many interests

1 2 3 4 5 6 7 8

I have few interests outside work

38

Demographic Variables

1. Age: _____ Years
2. Gender: Male / Female
3. Education Span: _____ Years
4. Occupation
5. Monthly Income: _____ Taka (Approx.)
6. Marital Status

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I A try to forget it. (5)
- 10.2. I E need frequently encouragement from others for me to keep working at a difficult task. (1)
- 10.3. I C like jobs where I can make decisions be responsible for my own work. (3)
- 10.4. I E change my opinion when someone I admire disagrees with me. (1)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I E prefer to learn the facts about something from someone else rather than have to dig them out of myself. (1)
- 10.7. I will C accept jobs that require me to supervise others. (3)
- 10.8. I A have a hard time saying "no" when someone tries to sell me something I don't want. (5)
- 10.9. I E like to have a say in any decisions made by any group I'm in. (3)
- 10.10. I E consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think E has a great influence on my behavior. (1)
- 10.12. Whenever something good happens to me I E feel it is because I've earned it. (5)
- 10.13. I C enjoy being in a position of leadership. (3)
- 10.14. I B need someone else to praise my work before I am satisfied with what I've done. (4)
- 10.15. I am E sure enough of my opinions to try and influence others. (5)
- 10.16. When something is going to affect me I E learn as much about it as I can. (5)
- 10.17. I A decide to do things on the spur of the moment. (5)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is E more important than being praised by someone else. (5)

10.19. I B let other peoples demands keep me from doing things I want to do. (4)

10.20. I D stick to my opinions when someone disagrees with me. (4)

10.21. I C do what I feel like doing not what other people think I ought to do. (3)

10.22. I C get discouraged when doing something that takes a long time to achieve results. (3)

10.23. When part of a group I C prefer to let other people make all the decisions. (3)

10.24. When I have a problem I D follow the advice of friends or relatives. (2)

10.25. I E enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (5)

10.26. I A prefer situations where I can depend on someone else's ability rather than just my own. (1)

10.27. Having someone important tell me I did a good job is E more to me than feeling I've done a good job. (5)

10.28. When I'm involved in something I E try to find out all I can about what is going on even when someone else is in charge. (5)

100

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 5 6 7 8	Am never late
Am not competitive	1 2 3 4 5 6 7 8	Am very competitive
Never feel rushed, even under	1 2 3 4 5 6 7 8	Always feel rushed pressure
Take things one at a time	1 2 3 4 5 6 7 8	Try to do may things at once; think about what I am going to do next
Do things slowly	1 2 3 4 5 6 7 8	Do things fast (eating.walking.etc.)
Express feelings	1 2 3 4 5 6 7 8	"Sit" on feelings
Have many interests	1 2 3 4 5 6 7 8	Have few interests outside work

38

Demographic Variables

1. Age: 25 Years
2. Gender: Male / Female ✓
3. Education Span: 17 Years
4. Occupation Service
5. Monthly Income: 26,000 Taka (Approx.)
6. Marital Status Single

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I A try to forget it. (5)
- 10.2. I C need frequently encouragement from others for me to keep working at a difficult task. (3)
- 10.3. I D like jobs where I can make decisions be responsible for my own work. (4)
- 10.4. I C change my opinion when someone I admire disagrees with me. (3)
- 10.5. If I want something I D work hard to get it. (4)
- 10.6. I C prefer to learn the facts about something from someone else rather than have to dig them out of myself. (3)
- 10.7. I will D accept jobs that require me to supervise others. (4)
- 10.8. I C have a hard time saying "no" when someone tries to sell me something I don't want. (3)
- 10.9. I E like to have a say in any decisions made by any group I'm in. (5)
- 10.10. I C consider the different sides of an issue before making any decisions. (3)
- 10.11. What other people think C has a great influence on my behavior. (3)
- 10.12. Whenever something good happens to me I D feel it is because I've earned it. (4)
- 10.13. I D enjoy being in a position of leadership. (4)
- 10.14. I D need someone else to praise my work before I am satisfied with what I've done. (2)
- 10.15. I am D sure enough of my opinions to try and influence others. (4)
- 10.16. When something is going to affect me I D learn as much about it as I can. (4)
- 10.17. I C decide to do things on the spur of the moment. (3)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is D more important than being praised by someone else. (4)

10.19. I C let other peoples demands keep me from doing things I want to do. (3)

10.20. I C stick to my opinions when someone disagrees with me. (3)

10.21. I C do what I feel like doing not what other people think I ought to do. (3)

10.22. I C get discouraged when doing something that takes a long time to achieve results. (3)

10.23. When part of a group I C prefer to let other people make all the decisions. (3)

10.24. When I have a problem I D follow the advice of friends or relatives. (2)

10.25. I C enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (3)

10.26. I B prefer situations where I can depend on someone else's ability rather than just my own. (4)

10.27. Having someone important tell me I did a good job is D more to me than feeling I've done a good job. (2)

10.28. When I'm involved in something I C try to find out all I can about what is going on even when someone else is in charge. (3)

91

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 5 6 7 8	Am never late
Am not competitive	1 2 3 4 5 6 7 8	Am very competitive
Never feel rushed, even under	1 2 3 4 5 6 7 8	Always feel rushed pressure
Take things one at a time	1 2 3 4 5 6 7 8	Try to do may things at once; think about what I am going to do next
Do things slowly	1 2 3 4 5 6 7 8	Do things fast (eating, walking, etc.)
Express feelings	1 2 3 4 5 6 7 8	"Sit" on feelings
Have many interests	1 2 3 4 5 6 7 8	Have few interests outside work

43

Demographic Variables

1. Age: 30 Years
2. Gender: Male / Female
3. Education Span: 16 Years
4. Occupation Private Service
5. Monthly Income: 40,000 Taka (Approx.)
6. Marital Status married

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I A try to forget it. (5)
- 10.2. I C need frequently encouragement from others for me to keep working at a difficult task. (3)
- 10.3. I E like jobs where I can make decisions be responsible for my own work. (5)
- 10.4. I A change my opinion when someone I admire disagrees with me. (5)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I A prefer to learn the facts about something from someone else rather than have to dig them out of myself. (5)
- 10.7. I will E accept jobs that require me to supervise others. (5)
- 10.8. I E have a hard time saying "no" when someone tries to sell me something I don't want. (1)
- 10.9. I E like to have a say in any decisions made by any group I'm in. (5)
- 10.10. I D consider the different sides of an issue before making any decisions. (4)
- 10.11. What other people think E has a great influence on my behavior. (1)
- 10.12. Whenever something good happens to me I D feel it is because I've earned it. (4)
- 10.13. I D enjoy being in a position of leadership. (4)
- 10.14. I B need someone else to praise my work before I am satisfied with what I've done. (4)
- 10.15. I am B sure enough of my opinions to try and influence others. (2)
- 10.16. When something is going to affect me I E learn as much about it as I can. (5)
- 10.17. I C decide to do things on the spur of the moment. (3)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is B more important than being praised by someone else. (2)

10.19. I B let other peoples demands keep me from doing things I want to do. (4)

10.20. I D stick to my opinions when someone disagrees with me. (4)

10.21. I D do what I feel like doing not what other people think I ought to do. (4)

10.22. I B get discouraged when doing something that takes a long time to achieve results. (4)

10.23. When part of a group I C prefer to let other people make all the decisions. (3)

10.24. When I have a problem I B follow the advice of friends or relatives. (4)

10.25. I C enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (3)

10.26. I C prefer situations where I can depend on someone else's ability rather than just my own.

10.27. Having someone important tell me I did a good job is B more to me than feeling I've done a good job. (4)

10.28. When I'm involved in something I B try to find out all I can about what is going on even if someone else is in charge. (2)

103

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 (5) 6 7 8	Am never late
Am not competitive	1 2 3 4 5 6 (7) 8	Am very competitive
Never feel rushed, even under	1 2 3 4 5 6 (7) 8	Always feel rushed pressure
Take things one at a time	1 2 3 4 5 (6) 7 8	Try to do may things at once; think about what I am going to do next
Do things slowly	1 2 3 4 5 (6) 7 8	Do things fast (eating.walking.etc.)
Express feelings	1 2 3 4 5 (6) 7 8	"Sit" on feelings
Have many interests	1 2 3 4 (5) 6 7 8	Have few interests outside work

42



Demographic Variables

1. Age: 27 Years
2. Gender: Male / Female
3. Education Span: 16 Years
4. Occupation Service
5. Monthly Income: 35,000 Taka (Approx.)
6. Marital Status Single

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I B try to forget it. (4)
- 10.2. I C need frequently encouragement from others for me to keep working at a difficult task. (3)
- 10.3. I E like jobs where I can make decisions be responsible for my own work. (5)
- 10.4. I B change my opinion when someone I admire disagrees with me. (4)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I A prefer to learn the facts about something from someone else rather than have to dig them out of myself. (5)
- 10.7. I will D accept jobs that require me to supervise others. (4)
- 10.8. I A have a hard time saying "no" when someone tries to sell me something I don't want. (5)
- 10.9. I B like to have a say in any decisions made by any group I'm in. (2)
- 10.10. I E consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think D has a great influence on my behavior. (2)
- 10.12. Whenever something good happens to me I C feel it is because I've earned it. (3)
- 10.13. I E enjoy being in a position of leadership. (5)
- 10.14. I B need someone else to praise my work before I am satisfied with what I've done. (4)
- 10.15. I am C sure enough of my opinions to try and influence others. (3)
- 10.16. When something is going to affect me I E learn as much about it as I can. (5)
- 10.17. I B decide to do things on the spur of the moment. (4)

- A = Rarely (less than 10% of the time)
B = Occasionally (about 30% of the time)
C = Sometimes (about half the time)
D = Frequently (about 70% of the time)
E = Usually (more than 90% of the time)

- 10.18. For me, knowing I've done something well is D more important than being praised by someone else. (4)
- 10.19. I C let other peoples demands keep me from doing things I want to do. (3)
- 10.20. I C stick to my opinions when someone disagrees with me. (3)
- 10.21. I D do what I feel like doing not what other people think I ought to do. (4)
- 10.22. I B get discouraged when doing something that takes a long time to achieve results. (4)
- 10.23. When part of a group I C prefer to let other people make all the decisions. (3)
- 10.24. When I have a problem I D follow the advice of friends or relatives. (2)
- 10.25. I C enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (3)
- 10.26. I B prefer situations where I can depend on someone else's ability rather than just my own. (4)
- 10.27. Having someone important tell me I did a good job is D more to me than feeling I've done a good job. (2)
- 10.28. When I'm involved in something I D try to find out all I can about what is going on even when someone else is in charge. (4)

104

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

- | | | |
|-------------------------------|------------------------|--|
| Am casual about appointments | 1 2 3 4 5 6 7 8 | Am never late |
| Am not competitive | 1 2 3 4 5 6 7 8 | Am very competitive |
| Never feel rushed, even under | 1 2 3 4 5 6 7 8 | Always feel rushed pressure |
| Take things one at a time | 1 2 3 4 5 6 7 8 | Try to do may things at once; think about what I am going to do next |
| Do things slowly | 1 2 3 4 5 6 7 8 | Do things fast (eating,walking.etc.) |
| Express feelings | 1 2 3 4 5 6 7 8 | "Sit" on feelings |
| Have many interests | 1 2 3 4 5 6 7 8 | Have few interests outside work |

33

Demographic Variables

1. Age: 33 Years
2. Gender: Male / Female
3. Education Span: 20 Years
4. Occupation Service
5. Monthly Income: 10,000 Taka (Approx.)
6. Marital Status Married

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is _____ more important than being praised by someone else. (3)

10.19. I A let other peoples demands keep me from doing things I want to do. (5)

10.20. I C stick to my opinions when someone disagrees with me. (3)

10.21. I B do what I feel like doing not what other people think I ought to do. (2)

10.22. I E get discouraged when doing something that takes a long time to achieve results. (1)

10.23. When part of a group I A prefer to let other people make all the decisions. (5)

10.24. When I have a problem I E follow the advice of friends or relatives. (1)

10.25. I E enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (5)

10.26. I C prefer situations where I can depend on someone else's ability rather than just my own.

10.27. Having someone important tell me I did a good job is D more to me than feeling I've done a good job. (2)

10.28. When I'm involved in something I E try to find out all I can about what is going on even when someone else is in charge. (5)

(96)

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 5 6 <u>7</u> 8	Am never late
Am not competitive	1 2 3 4 5 <u>6</u> 7 8	Am very competitive
Never feel rushed, even under	1 2 3 4 5 6 7 <u>8</u>	Always feel rushed pressure
Take things one at a time	1 2 3 4 5 <u>6</u> 7 8	Try to do may things at once; think about what I am going to do next
Do things slowly	1 2 3 4 5 <u>6</u> 7 8	Do things fast (eating, walking, etc.)
Express feelings	1 2 3 <u>4</u> 5 6 7 8	"Sit" on feelings
Have many interests	1 <u>2</u> 3 4 5 6 7 8	I have few interests outside work

39

Demographic Variables

1. Age: 33 Years
2. Gender: ~~Male~~ / Female
3. Education Span: 17 Years
4. Occupation
5. Monthly Income: NA Taka (Approx.)
6. Marital Status Married

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I A try to forget it. (5)
- 10.2. I C need frequently encouragement from others for me to keep working at a difficult task. (3)
- 10.3. I E like jobs where I can make decisions be responsible for my own work. (5)
- 10.4. I B change my opinion when someone I admire disagrees with me. (4)
- 10.5. If I want something I D work hard to get it. (4)
- 10.6. I C prefer to learn the facts about something from someone else rather than have to dig them out of myself. (3)
- 10.7. I will D accept jobs that require me to supervise others. (4)
- 10.8. I C have a hard time saying "no" when someone tries to sell me something I don't want. (3)
- 10.9. I C like to have a say in any decisions made by any group I'm in. (3)
- 10.10. I D consider the different sides of an issue before making any decisions. (4)
- 10.11. What other people think C has a great influence on my behavior. (3)
- 10.12. Whenever something good happens to me I C feel it is because I've earned it. (3)
- 10.13. I C enjoy being in a position of leadership. (3)
- 10.14. I A need someone else to praise my work before I am satisfied with what I've done. (5)
- 10.15. I am C sure enough of my opinions to try and influence others. (3)
- 10.16. When something is going to affect me I E learn as much about it as I can. (5)
- 10.17. I B decide to do things on the spur of the moment. (4)

- A = Rarely (less than 10% of the time)
B = Occasionally (about 30% of the time)
C = Sometimes (about half the time)
D = Frequently (about 70% of the time)
E = Usually (more than 90% of the time)

- 10.18. For me, knowing I've done something well is D more important than being praised by someone else. (4)
- 10.19. I B let other peoples demands keep me from doing things I want to do. (4)
- 10.20. I D stick to my opinions when someone disagrees with me. (4)
- 10.21. I D do what I feel like doing not what other people think I ought to do. (4)
- 10.22. I C get discouraged when doing something that takes a long time to achieve results. (3)
- 10.23. When part of a group I C prefer to let other people make all the decisions. (3)
- 10.24. When I have a problem I C follow the advice of friends or relatives. (3)
- 10.25. I C enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (3)
- 10.26. I B prefer situations where I can depend on someone else's ability rather than just my own. (3)
- 10.27. Having someone important tell me I did a good job is B more to me than feeling I've done a good job. (4)
- 10.28. When I'm involved in something I D try to find out all I can about what is going on even if someone else is in charge. (4)

104

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 5 6 <u>7</u> 8	Am never late
Am not competitive	1 2 3 4 5 <u>6</u> 7 8	Am very competitive
Never feel rushed, even under	1 2 3 <u>4</u> 5 6 7 8	Always feel rushed pressure
Take things one at a time	1 2 3 <u>4</u> 5 6 7 8	Try to do may things at once; think about what I am going to do next
Do things slowly	1 2 3 <u>4</u> 5 6 7 8	Do things fast (eating,walking,etc.)
Express feelings	1 2 3 4 5 <u>6</u> 7 8	"Sit" on feelings
Have many interests	1 2 3 4 5 <u>6</u> 7 8	Have few interests outside work

37

Demographic Variables

1. Age: 25 Years
2. Gender: Male / Female
3. Education Span: 16 Years
4. Occupation Private Service
5. Monthly Income: one Taka (Approx.)
6. Marital Status married

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I a try to forget it. (5)
- 10.2. I d need frequently encouragement from others for me to keep working at a difficult task. (2)
- 10.3. I e like jobs where I can make decisions be responsible for my own work. (5)
- 10.4. I c change my opinion when someone I admire disagrees with me. (3)
- 10.5. If I want something I e work hard to get it. (5)
- 10.6. I a prefer to learn the facts about something from someone else rather than have to dig them out of myself. (5)
- 10.7. I will e accept jobs that require me to supervise others. (5)
- 10.8. I d have a hard time saying "no" when someone tries to sell me something I don't want. (2)
- 10.9. I d like to have a say in any decisions made by any group I'm in. (4)
- 10.10. I a consider the different sides of an issue before making any decisions. (1)
- 10.11. What other people think e has a great influence on my behavior. (1)
- 10.12. Whenever something good happens to me I e feel it is because I've earned it. (5)
- 10.13. I d enjoy being in a position of leadership. (4)
- 10.14. I a need someone else to praise my work before I am satisfied with what I've done. (5)
- 10.15. I am a sure enough of my opinions to try and influence others. (1)
- 10.16. When something is going to affect me I d learn as much about it as I can. (4)
- 10.17. I d decide to do things on the spur of the moment. (2)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is d more important than being praised by someone else. (4)

10.19. I d let other people's demands keep me from doing things I want to do. (2)

10.20. I e stick to my opinions when someone disagrees with me. (5)

10.21. I d do what I feel like doing not what other people think I ought to do. (4)

10.22. I d get discouraged when doing something that takes a long time to achieve results.

10.23. When part of a group I e prefer to let other people make all the decisions. (1)

10.24. When I have a problem I a follow the advice of friends or relatives. (5)

10.25. I d enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (4)

10.26. I a prefer situations where I can depend on someone else's ability rather than just my own.

10.27. Having someone important tell me I did a good job is a more to me than feeling I did a good job. (5)

10.28. When I'm involved in something I e try to find out all I can about what is going on if someone else is in charge. (5)

101

Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

- | | | |
|-------------------------------|-------------------|--|
| Am casual about appointments | (1) 2 3 4 5 6 7 8 | Am never late |
| Am not competitive | 1 2 3 4 5 (6) 7 8 | Am very competitive |
| Never feel rushed, even under | 1 2 3 4 5 (6) 7 8 | Always feel rushed pressure |
| Take things one at a time | 1 (2) 3 4 5 6 7 8 | Try to do may things at once; think about what I am going to do next |
| Do things slowly | (1) 2 3 4 5 6 7 8 | Do things fast (eating,walking,etc.) |
| Express feelings | (1) 2 3 4 5 6 7 8 | "Sit" on feelings |
| Have many interests | 1 2 3 4 5 6 7 (8) | Have few interests outside work |

(25)



Demographic Variables

1. Age: 29 Years
2. Gender: Male / Female
3. Education Span: 16 Years
4. Occupation : Pvt. Service
5. Monthly Income: 20,000 Taka (Approx.)
6. Marital Status Single

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I A try to forget it. (5)
- 10.2. I B need frequently encouragement from others for me to keep working at a difficult task. (4)
- 10.3. I E like jobs where I can make decisions be responsible for my own work. (5)
- 10.4. I C change my opinion when someone I admire disagrees with me. (3)
- 10.5. If I want something I D work hard to get it. (4)
- 10.6. I D prefer to learn the facts about something from someone else rather than have to dig them out of myself. (2)
- 10.7. I will C accept jobs that require me to supervise others. (3)
- 10.8. I B have a hard time saying "no" when someone tries to sell me something I don't want. (4)
- 10.9. I E like to have a say in any decisions made by any group I'm in. (5)
- 10.10. I E consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think D has a great influence on my behavior. (2)
- 10.12. Whenever something good happens to me I C feel it is because I've earned it. (3)
- 10.13. I D enjoy being in a position of leadership. (4)
- 10.14. I D need someone else to praise my work before I am satisfied with what I've done. (2)
- 10.15. I am D sure enough of my opinions to try and influence others. (4)
- 10.16. When something is going to affect me I D learn as much about it as I can. (4)
- 10.17. I A decide to do things on the spur of the moment. (5)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is C more important than being praised by someone else. (3)

10.19. I C let other peoples demands keep me from doing things I want to do. (3)

10.20. I C stick to my opinions when someone disagrees with me. (3)

10.21. I D do what I feel like doing not what other people think I ought to do. (4)

10.22. I D get discouraged when doing something that takes a long time to achieve results. (2)

10.23. When part of a group I D prefer to let other people make all the decisions. (2)

10.24. When I have a problem I D follow the advice of friends or relatives. (2)

10.25. I C enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (3)

10.26. I B prefer situations where I can depend on someone else's ability rather than just my own. (3)

10.27. Having someone important tell me I did a good job is A more to me than feeling I've done a good job. (5)

10.28. When I'm involved in something I C try to find out all I can about what is going on even if someone else is in charge. (3)

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Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 5 6 7 8	Am never late
Am not competitive	1 2 3 4 5 6 7 8	Am very competitive
Never feel rushed, even under	1 2 3 4 5 6 7 8	Always feel rushed pressure
Take things one at a time	1 2 3 4 5 6 7 8	Try to do may things at once; think about what I am going to do next
Do things slowly	1 2 3 4 5 6 7 8	Do things fast (eating.walking.etc.)
Express feelings	1 2 3 4 5 6 7 8	"Sit" on feelings
Have many interests	1 2 3 4 5 6 7 8	I have few interests outside work

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Demographic Variables

1. Age: 30 Years
2. Gender: Male / Female
3. Education Span: 14 Years
4. Occupation
5. Monthly Income: 35,000 Taka (Approx.)
6. Marital Status Ummarried

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I A try to forget it. (5)
- 10.2. I A need frequently encouragement from others for me to keep working at a difficult task. (5)
- 10.3. I E like jobs where I can make decisions be responsible for my own work. (5)
- 10.4. I A change my opinion when someone I admire disagrees with me. (5)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I A prefer to learn the facts about something from someone else rather than have to dig them out of myself. (5)
- 10.7. I will E accept jobs that require me to supervise others. (5)
- 10.8. I A have a hard time saying "no" when someone tries to sell me something I don't want. (5)
- 10.9. I E like to have a say in any decisions made by any group I'm in. (5)
- 10.10. I E consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think A has a great influence on my behavior. (5)
- 10.12. Whenever something good happens to me I B feel it is because I've earned it. (2)
- 10.13. I E enjoy being in a position of leadership. (5)
- 10.14. I A need someone else to praise my work before I am satisfied with what I've done. (5)
- 10.15. I am E sure enough of my opinions to try and influence others. (5)
- 10.16. When something is going to affect me I E learn as much about it as I can. (5)
- 10.17. I E decide to do things on the spur of the moment. (1)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is E more important than being praised by someone else. (5)

10.19. I A let other people's demands keep me from doing things I want to do. (5)

10.20. I E stick to my opinions when someone disagrees with me. (5)

10.21. I E do what I feel like doing not what other people think I ought to do. (5)

10.22. I A get discouraged when doing something that takes a long time to achieve results. (5)

10.23. When part of a group I A prefer to let other people make all the decisions. (5)

10.24. When I have a problem I A follow the advice of friends or relatives. (5)

10.25. I E enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (5)

10.26. I A prefer situations where I can depend on someone else's ability rather than just my own. (5)

10.27. Having someone important tell me I did a good job is A more to me than feeling I've done a good job. (5)

10.28. When I'm involved in something I E try to find out all I can about what is going on even when someone else is in charge. (5)

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Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

- | | | |
|-------------------------------|-----------------|--|
| Am casual about appointments | 1 2 3 4 5 6 7 8 | Am never late |
| Am not competitive | 1 2 3 4 5 6 7 8 | Am very competitive |
| Never feel rushed, even under | 1 2 3 4 5 6 7 8 | Always feel rushed pressure |
| Take things one at a time | 1 2 3 4 5 6 7 8 | Try to do may things at once; think about what I am going to do next |
| Do things slowly | 1 2 3 4 5 6 7 8 | Do things fast (eating.walking.etc.) |
| Express feelings | 1 2 3 4 5 6 7 8 | "Sit" on feelings |
| Have many interests | 1 2 3 4 5 6 7 8 | I have few interests outside work |

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Demographic Variables

1. Age: 28 Years
2. Gender: Male / Female
3. Education Span: 18 Years
4. Occupation
5. Monthly Income: _____ Taka (Approx.)
6. Marital Status Single

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I A try to forget it. (5)
- 10.2. I B need frequently encouragement from others for me to keep working at a difficult task. (4)
- 10.3. I C like jobs where I can make decisions be responsible for my own work. (3)
- 10.4. I C change my opinion when someone I admire disagrees with me. (3)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I B prefer to learn the facts about something from someone else rather than have to dig them out of myself. (4)
- 10.7. I will E accept jobs that require me to supervise others. (5)
- 10.8. I C have a hard time saying "no" when someone tries to sell me something I don't want. (3)
- 10.9. I E like to have a say in any decisions made by any group I'm in. (5)
- 10.10. I E consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think C has a great influence on my behavior. (3)
- 10.12. Whenever something good happens to me I E feel it is because I've earned it. (5)
- 10.13. I E enjoy being in a position of leadership. (5)
- 10.14. I A need someone else to praise my work before I am satisfied with what I've done. (5)
- 10.15. I am D sure enough of my opinions to try and influence others. (4)
- 10.16. When something is going to affect me I E learn as much about it as I can. (5)
- 10.17. I E decide to do things on the spur of the moment. (1)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is E more important than being praised by someone else. (5)

10.19. I D let other peoples demands keep me from doing things I want to do. (2)

10.20. I C stick to my opinions when someone disagrees with me. (3)

10.21. I C do what I feel like doing not what other people think I ought to do. (3)

10.22. I A get discouraged when doing something that takes a long time to achieve results. (6)

10.23. When part of a group I A prefer to let other people make all the decisions. (5)

10.24. When I have a problem I B follow the advice of friends or relatives. (4)

10.25. I E enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (5)

10.26. I A prefer situations where I can depend on someone else's ability rather than just my own

10.27. Having someone important tell me I did a good job is A more to me than feeling I've done good job. (5)

10.28. When I'm involved in something I E try to find out all I can about what is going on even someone else is in charge. (5)

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Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 5 6 7 8	Am never late
Am not competitive	1 2 3 4 5 6 7 8	Am very competitive
Never feel rushed, even under	1 2 3 4 5 6 7 8	Always feel rushed pressure
Take things one at a time	1 2 3 4 5 6 7 8	Try to do may things at once; think about what I am going to do next
Do things slowly	1 2 3 4 5 6 7 8	Do things fast (eating.walking.etc.)
Express feelings	1 2 3 4 5 6 7 8	"Sit" on feelings
Have many interests	1 2 3 4 5 6 7 8	Have few interests outside work

37



Demographic Variables

1. Age: 27 Years
2. Gender: Male Female
3. Education Span: 16 Years
4. Occupation service
5. Monthly Income: _____ Taka (Approx.)
6. Marital Status

Single

LOCUS OF CONTROL QUESTIONNAIRE

Please read each statement. Where there is a blank, decide what your normal attitude, feeling, or behavior would be:

- A = Rarely (less than 10% of the time)
- B = Occasionally (about 30% of the time)
- C = Sometimes (about half the time)
- D = Frequently (about 70% of the time)
- E = Usually (more than 90% of the time)

Of course, there are always unusual situations in which this would not be the case, but think of what you would do or feel in most normal situations.

Write the letter that describes your usual attitude or behavior in the space provided on the response sheet.

- 10.1. When faced with a problem I E try to forget it. (1)
- 10.2. I E need frequently encouragement from others for me to keep working at a difficult task. (1)
- 10.3. I E like jobs where I can make decisions be responsible for my own work. (5)
- 10.4. I E change my opinion when someone I admire disagrees with me. (1)
- 10.5. If I want something I E work hard to get it. (5)
- 10.6. I E prefer to learn the facts about something from someone else rather than have to dig them out of myself. (1)
- 10.7. I will E accept jobs that require me to supervise others. (5)
- 10.8. I A have a hard time saying "no" when someone tries to sell me something I don't want. (5)
- 10.9. I D like to have a say in any decisions made by any group I'm in. (4)
- 10.10. I E consider the different sides of an issue before making any decisions. (5)
- 10.11. What other people think E has a great influence on my behavior. (1)
- 10.12. Whenever something good happens to me I E feel it is because I've earned it. (5)
- 10.13. I E enjoy being in a position of leadership. (5)
- 10.14. I A need someone else to praise my work before I am satisfied with what I've done. (5)
- 10.15. I am D sure enough of my opinions to try and influence others. (4)
- 10.16. When something is going to affect me I E learn as much about it as I can. (5)
- 10.17. I C decide to do things on the spur of the moment. (3)

A = Rarely (less than 10% of the time)

B = Occasionally (about 30% of the time)

C = Sometimes (about half the time)

D = Frequently (about 70% of the time)

E = Usually (more than 90% of the time)

10.18. For me, knowing I've done something well is A more important than being praised by someone else. (1)

10.19. I C let other people's demands keep me from doing things I want to do. (3)

10.20. I C stick to my opinions when someone disagrees with me. (3)

10.21. I D do what I feel like doing not what other people think I ought to do. (4)

10.22. I A get discouraged when doing something that takes a long time to achieve results. (5)

10.23. When part of a group I A prefer to let other people make all the decisions. (5)

10.24. When I have a problem I C follow the advice of friends or relatives. (3)

10.25. I C enjoy trying to do difficult tasks more than I enjoy trying to do easy tasks. (3)

10.26. I E prefer situations where I can depend on someone else's ability rather than just my own.

10.27. Having someone important tell me I did a good job is E more to me than feeling I've done a good job. (1)

10.28. When I'm involved in something I E try to find out all I can about what is going on even if someone else is in charge. (5)

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Type A-Type B Self-Test

To determine your Type a or Type B profile, circle the number on the continuums (the verbal descriptions represent endpoints) that best represents your behaviour for each dimension.

Am casual about appointments	1 2 3 4 5 6 7 (8)	Am never late
Am not competitive	1 2 3 4 5 6 7 (8)	Am very competitive
Never feel rushed, even under	1 2 (3) 4 5 6 7 8	Always feel rushed pressure
Take things one at a time	1 2 3 (4) 5 6 7 8	Try to do may things at once; think about what I am going to do next
Do things slowly	1 2 3 4 5 6 7 (8)	Do things fast (eating.walking.etc.)
Express feelings	1 2 3 (4) 5 6 7 8	"Sit" on feelings
Have many interests	(1) 2 3 4 5 6 7 8	Have few interests outside work

(36)