**Pre-Lecture Quiz**

Please take the following quiz before we begin today’s activities. Mark which choice is most true of your family, if you are married and/or have children, or of yourself if you live alone. If you live with and are close to housemates, you can answer the questions with your household in mind. Try to answer quickly and honestly – don’t overthink and especially don’t hedge or rationalize. No one will see this but you, and the whole point of it is to give you some insights. If you don’t understand what is meant by something, just skip it or make a guess. You can ask me later for an explanation. Obviously, some people in your household may be one way and others another, but try to choose which thing generally characterizes the group as a whole.

Ask yourself, are we/do we (or am I/do I, if you are not married or a mother):

Early, on time, or late?

Upholders of or rebellious against “rules” – others’ expectations, making and keeping commitments, submitting to authority? (Think: how do I feel about living in a community with an HOA? Fine with it – I like the uniformity it brings and that I won’t be living next to a neighbor with plastic flamingoes in his yard – or horrified at the idea of being told what color I can or can’t paint my front door?)

Esteem the high achiever or root for the underdog?

“A place for everything” or all-the-things-everywhere-all-the-time?

Outwardly or inwardly focused?

Continuous learning/growth or status-quo?

Latest/greatest or time-tested/traditional?

Solitude or society?

Habits or haphazard?

Dreamers or doers?

Competitive or cooperative?

Energetic or plodding?

Formal education or life experience?

Spenders or savers? (with money, yes, but also with time, energy, words, goods)

Loud or soft?

Seekers of novelty or familiarity?

Silly or sober?

Servers or served?

Blend in or stand out?

Producers or consumers?

Dwellers in the past, the present, or the future?

Starters or finishers? (Hobbies and projects, but also jobs, relationships, etc. What I mean here is that some people love to plan and start new things, while others are good at maintaining or finishing something that is already started. I once heard someone say that he really wanted to *be* married, but he was dreading *getting* married. He was definitely a maintainer/finisher.)

Obligers or questioners? (Obligers tend to want to agree with others; questioners have to think everything through to their own satisfaction before they are willing cooperate with others’ ideas or plans.)

Traditional path or road-less-traveled? (living arrangements, healthcare choices, education)

Maximizers or satisficers? (Maximizers search for the best version or value they can locate or afford of everything – vacations, hot dogs, cars, restaurants – while satisficers stop researching/planning/shopping when their criteria is met.)

 Leaders or followers?