

Levels of Curiosity

Levels of curiosity explores the extent to which you are naturally inquisitive and have a strong desire to know “how” and “why” as much as possible. It asks the question: “How much do you enjoy inquiring into issues, solving puzzles, questioning why things happen, and contemplating how things work in general?”

Please complete this part of the questionnaire as honestly as possible. It can help you improve your ability to sell more effectively. The choice scales are as follows:

1 = almost never; 2 = occasionally; 3 = frequently; 4 = very frequently; 5 = almost always.

Fill in all the boxes up to the score you select so you create a shaded bar.

	Almost Never			Almost Always	
	1	2	3	4	5
1. I explore different routes to get to work, to a regular destination, or to get home.					
2. I seek out people with backgrounds different from my own.					
3. I spend a lot of time trying to understand how things work.					
4. I frequently find myself asking the questions “Why?” and “How?”					
5. I enjoy finding solutions to problems or solving puzzles.					
6. I see myself as an inquisitive person.					
7. I actively seek to learn new and interesting things.					
8. I dwell on issues I do not fully understand.					
9. I like to discover how people’s thoughts are processed.					
10. I analyze the parts that make up the whole to reach a better understanding.					
11. I am intrigued by the choices and decisions that people make.					
12. I don’t like to be just given or presented with the answer or solution.					
(Add up all the column scores and divide by 12)			AGGREGATE SCORE		

INTERPRETATION

Scales predominantly in the fours and fives (“very frequently” and “almost always”) are likely to mean that you will view the world as a multi-faceted and multi-layered place and will therefore mainly avoid the well-trodden paths often chosen by others. You will be energized and fascinated by surroundings that are different and will be disappointed about (and mentally fight against) the effects of common global trends toward standardization or general “sameness.”

Scales predominantly in the ones and twos (“almost never” and “occasionally”) are likely to mean that you prefer to be in comfortable surroundings where you can usually predict the outcomes with a high degree of certainty. Oftentimes you will be wary of alternative approaches and will generally be content to accept situations or circumstances as they are presented without questioning the facts. You therefore mainly live in a down-to-earth world of the here and now and give minimal time to speculative wondering.

IMPACT

A high score person will be likely to be seen as someone who is inherently interested in new thoughts, ideas, and concepts and

is therefore often sought out to offer their opinion or provide fresh insight to help solve problems or offer a different perspective. High scorers also spend a lot of time thinking about how things work and developing alternative approaches by always asking probing questions and showing interest in the answers.

A low score person will be likely to be seen as someone who is often highly practical and more interested in extrapolating from past experience than in seeking out new or fresh thoughts or ideas. As such, the low score person will generally resolve issues by drawing on tried and trusted methods or familiar tactics that have worked successfully in the past. This often means asking few, if any, questions and taking situations at face value.

ACTION FOR LOW SCORERS

Low scorers need to take a wider perspective than usual and work at being less quick to judge or to form conclusions based on the immediate facts. They should also consider some of the deeper or underlying issues associated with what they are seeing or experiencing. This means asking many more questions (particularly “Why?” and “How?” as opposed to “What?” and “When?”) and then taking the time to reflect on the answers and making appropriate connections wherever possible.