Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Instructor: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Score: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Instructor Comments: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Quiz Chapter 3 – Preferences

**True/False**

1. The purpose of this chapter is to help you understand how those things that come naturally to us, and we enjoy doing, can be converted into a satisfying career path.  
   Answer: True\*
2. Career assessment tools should be the sole guide in determining your career path.  
   Answer: False\*
3. The everyday activities that you choose to participate in can offer clues to your preferences.  
   Answer: True\*
4. The Holland code is not the same as the RAISEC code.  
   Answer: False\*
5. Occupations, like individuals, can only reflect one personality type preference.  
   Answer: False\*
6. The foundations for the MBTI® instrument came from Carl Jung’s theory of personality typology.  
   Answer: True\*
7. You use all the eight preferences of the MBTI® scales.  
   Answer: True\*
8. Judging types, according to the MBTI®, like to voice their opinions on issues.  
   Answer: False\*
9. A proactive individual takes initiative in the workplace and seeks growth opportunities.  
   Answer: True\*

**Multiple Choice**

1. The process of identifying preferences is most like:
   1. Putting the pieces of a puzzle together\*
   2. Climbing a steep mountain
   3. Picking an apple from a tree
   4. Running a marathon
2. Someone who enjoys organizing family functions might prefer a career in:
   1. Journalism
   2. Event planning\*
   3. Manufacturing
   4. Politics
3. According to Holland’s typology, someone who enjoys outdoor activities is:
   1. Social
   2. Realistic\*
   3. Artistic
   4. Conventional
4. John Holland’s typology theory examines the relationship between:
   1. Occupational environments and motivation
   2. Personality and interests
   3. People and relationships
   4. People and occupational environments\*
5. A person with this personality type might see himself or herself as an analytical, intelligent, curious person who enjoys learning:
   1. Conventional
   2. Realistic
   3. Investigative\*
   4. Artistic
6. This concept explains the extent to which a person is similar to a single type and not others:
   1. Differentiation\*
   2. Congruence
   3. Consistency
   4. Confluence
7. A conventional type might be drawn to these types of majors:
   1. Architecture, humanities, creative writing
   2. Counseling, human services, women’s studies
   3. Dental hygiene, banking and finance, office systems\*
   4. Fire science, law enforcement, military science
8. According to the MBTI® instrument, this type gains energy from spending time alone:
   1. Intuitive
   2. Sensing
   3. Introvert\*
   4. Judging
9. According to the MBTI® instrument, this type can more readily see the big picture as well as patterns and connections:
   1. Intuitive\*
   2. Perceiving
   3. Sensing
   4. Thinking
10. A “work first, play later” approach to life is typical of this preference:
    1. Extrovert
    2. Sensing
    3. Perceiving
    4. Judging\*

**Completion**

1. According to Holland’s typology, the type of person who values material accomplishment and social status is \_\_\_\_\_\_\_\_\_\_\_\_\_\_.  
   Answer:  
   Enterprising
2. A good place to write your thoughts and feelings about your preferences and the things that interest you is in a(n) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.  
   Answer:  
   career journal
3. According to Holland’s code, IRS stands for \_\_\_\_\_\_\_\_\_\_\_\_, Realistic, and Social.  
   Answer:  
   Investigative
4. A person can be impacted by negative beliefs of one’s own ethnic group even if he or she doesn’t agree with the negative beliefs. This concept is known as \_\_\_\_\_\_\_\_\_\_\_\_\_ .  
   Answer:  
   Stereotype threat
5. According to the MBTI® instrument, a person with a preference for \_\_\_\_\_\_\_\_\_\_\_\_\_ will tend to “act before he or she thinks” and a person with a preference for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ will tend to “think before he or she acts.”  
   Answer: extroversion, introversion