ILT

Using the following scale, please rate how characteristic you believe each of the following traits to be of an effective business leader.

	Not at All Characteristic							Extremely Characteristic
	1	2	3	4	5	6	7	8	9
Pushy	○	○	○	○	○	○	○	○	○
Dynamic	○	○	○	○	○	○	○	○	○
Loud	○	○	○	○	○	○	○	○	○
Knowledgeable	○	○	○	○	○	○	○	○	○
Helpful	○	○	○	○	○	○	○	○	○
Manipulative	○	○	○	○	○	○	○	○	○

	Not at All Characteristic							Extremely Characteristic
	1	2	3	4	5	6	7	8	9
Male	○	○	○	○	○	○	○	○	○
Strong	○	○	○	○	○	○	○	○	○
Conceited	○	○	○	○	○	○	○	○	○
Clever	○	○	○	○	○	○	○	○	○
Educated	○	○	○	○	○	○	○	○	○

	Not at All Characteristic								Extremely Characteristic
	1	2	3	4	5	6	7	8	9
Domineering	○	○	○	○	○	○	○	○	○

	Not at All Characteristic								Extremely Characteristic
	1	2	3	4	5	6	7	8	9
Hard-working	○	○	○	○	○	○	○	○	○
Intelligent	○	○	○	○	○	○	○	○	○
Sincere	○	○	○	○	○	○	○	○	○
Selfish	○	○	○	○	○	○	○	○	○
Motivated	○	○	○	○	○	○	○	○	○
Dedicated	○	○	○	○	○	○	○	○	○

	Not at All Characteristic								Extremely Characteristic
	1	2	3	4	5	6	7	8	9
Understanding	○	○	○	○	○	○	○	○	○
Energetic	○	○	○	○	○	○	○	○	○
Masculine	○	○	○	○	○	○	○	○	○

BDW

Please indicate the extent to which you agree with the following statements:

	Strongly Disagree	Disagree	Neither Agree Nor Disagree	Agree	Strongly Agree
	1	2	3	4	5
Our country is **not** falling apart or rotting from within	○	○	○	○	○
The “end” is **not** near. People who think that earthquakes, wars and famines mean God might be about to destroy the world are being foolish	○	○	○	○	○
Every day, as our society becomes more lawless, a person's chances of being robbed, assaulted, and even murdered go up and up	○	○	○	○	○
If society keeps degenerating the way it has been lately, it's liable to collapse like a rotten log and everything will be in chaos	○	○	○	○	○

	Strongly Disagree	Disagree	Neither Agree Nor Disagree	Agree	Strongly Agree
	1	2	3	4	5

	Strongly Disagree	Disagree	Neither Agree Nor Disagree	Agree	Strongly Agree
	1	2	3	4	5
Things are getting so bad, even a decent, law-abiding person who takes sensible precautions can still become a victim of violence and crime	○	○	○	○	○
Our society is **not** full of immoral and degenerate people who prey on decent people. News reports of such cases are grossly exaggerated and misleading	○	○	○	○	○
Any day now, chaos and anarchy could erupt around us. All the signs are pointing to it	○	○	○	○	○
There are many dangerous people in our society who will attack someone out of pure meanness, for no reason at all	○	○	○	○	○

	Strongly Disagree	Disagree	Neither Agree Nor Disagree	Agree	Strongly Agree
	1	2	3	4	5

	Strongly Disagree	Disagree	Neither Agree Nor Disagree	Agree	Strongly Agree
	1	2	3	4	5
If a person takes a few sensible precautions, nothing bad will happen to him. We do **not** live in a dangerous world	○	○	○	○	○
Despite what one hears about "crime in the street", there probably is **not** any more now than there ever has been	○	○	○	○	○
Although it may appear that things are constantly getting more dangerous and chaotic, it really is **not** so. Every era has its problems, and a person's chances of living a safe, untroubled life are better today than ever before	○	○	○	○	○
It seems that every year there are fewer and fewer truly respectable people, and more and more persons with no morals at all who threaten everyone else	○	○	○	○	○

MFQ

When you decide whether something is right or wrong, to what extent are the following considerations relevant to your thinking? Please rate each statement using this scale:

	Not at All Relevant	Not Very Relevant	Slightly Relevant	Somewhat Relevant	Very Relevant	Extremely Relevant
	0	1	2	3	4	5
Whether or not someone's actions showed love for his or her country	○	○	○	○	○	○
Whether or not some people were treated differently than others	○	○	○	○	○	○
Whether or not someone violated standards of purity and decency	○	○	○	○	○	○
Whether or not someone showed a lack of respect for authority	○	○	○	○	○	○
Whether or not someone cared for someone weak or vulnerable	○	○	○	○	○	○
Whether or not someone suffered emotionally	○	○	○	○	○	○

	Not at All Relevant	Not Very Relevant	Slightly Relevant	Somewhat Relevant	Very Relevant	Extremely Relevant
	0	1	2	3	4	5
	Not at All Relevant	Not Very Relevant	Slightly Relevant	Somewhat Relevant	Very Relevant	Extremely Relevant
	0	1	2	3	4	5
Whether or not someone acted unfairly	○	○	○	○	○	○
Whether or not someone did something disgusting	○	○	○	○	○	○
Whether or not someone acted in a way that God would approve of	○	○	○	○	○	○
Whether or not someone did something to betray his or her group	○	○	○	○	○	○
Whether or not an action caused chaos or disorder	○	○	○	○	○	○
Whether or not someone showed a lack of loyalty	○	○	○	○	○	○
	Not at All Relevant	Not Very Relevant	Slightly Relevant	Somewhat Relevant	Very Relevant	Extremely Relevant
	0	1	2	3	4	5
Whether or not someone was cruel	○	○	○	○	○	○

	Not at All Relevant	Not Very Relevant	Slightly Relevant	Somewhat Relevant	Very Relevant	Extremely Relevant
	0	1	2	3	4	5
Whether or not someone was denied his or her rights	○	○	○	○	○	○
Whether or not someone was good at math	○	○	○	○	○	○
Whether or not someone conformed to the traditions of society	○	○	○	○	○	○

Please read the following sentences and indicate your agreement or disagreement.

	Strongly Disagree	Moderately Disagree	Slightly Disagree	Slightly Agree	Moderately Agree	Strongly Agree
	0	1	2	3	4	5
I think it's morally wrong that rich children inherit a lot of money while poor children inherit nothing	○	○	○	○	○	○
People should not do things that are disgusting even if no one is harmed	○	○	○	○	○	○

	Strongly Disagree	Moderately Disagree	Slightly Disagree	Slightly Agree	Moderately Agree	Strongly Agree
	0	1	2	3	4	5
I am proud of my country's history	○	○	○	○	○	○
If I were a solder and disagreed with my commanding officer's orders, I would obey anyway because that is my duty	○	○	○	○	○	○
Compassion for those who are suffering is the most crucial virtue	○	○	○	○	○	○
Respect for authority is something all children need to learn	○	○	○	○	○	○

	Strongly Disagree	Moderately Disagree	Slightly Disagree	Slightly Agree	Moderately Agree	Strongly Agree
	0	1	2	3	4	5
When the government makes laws the number one principle should be ensuring that everyone is treated fairly	○	○	○	○	○	○
Men and women each have different roles to play in society	○	○	○	○	○	○

	Strongly Disagree	Moderately Disagree	Slightly Disagree	Slightly Agree	Moderately Agree	Strongly Agree
	0	1	2	3	4	5
It is more important to be a team player than to express oneself	○	○	○	○	○	○
It can never be right to kill a human being	○	○	○	○	○	○
Chastity is an important and valuable virtue	○	○	○	○	○	○
One of the worst things a person could do is hurt a defenseless animal	○	○	○	○	○	○

	Strongly Disagree	Moderately Disagree	Slightly Disagree	Slightly Agree	Moderately Agree	Strongly Agree
	0	1	2	3	4	5
People should be loyal to their family members, even when they have done something wrong	○	○	○	○	○	○
It is better to do good than to do bad	○	○	○	○	○	○
I would call some acts wrong on the grounds that they are unnatural	○	○	○	○	○	○

	Strongly Disagree	Moderately Disagree	Slightly Disagree	Slightly Agree	Moderately Agree	Strongly Agree
	0	1	2	3	4	5
Justice is the most important requirement for a society	○	○	○	○	○	○

BEM

Using the following scale, please rate how true each characteristic is of you.

	Never/ Almost Never True			Neutral			Always/ Almost Always True
	1	2	3	4	5	6	7
Adaptable	○	○	○	○	○	○	○
Sensitive to the needs of others	○	○	○	○	○	○	○
Have leadership abilities	○	○	○	○	○	○	○
Sympathetic	○	○	○	○	○	○	○
Willing to take risks	○	○	○	○	○	○	○

	Never/ Almost Never True			Neutral			Always/ Almost Always True
	1	2	3	4	5	6	7
Assertive	○	○	○	○	○	○	○
Aggressive	○	○	○	○	○	○	○
Tactful	○	○	○	○	○	○	○

	Never/ Almost Never True			Neutral			Always/ Almost Always True
	1	2	3	4	5	6	7
Conceited	○	○	○	○	○	○	○
Reliable	○	○	○	○	○	○	○
Tender	○	○	○	○	○	○	○
Truthful	○	○	○	○	○	○	○
Warm	○	○	○	○	○	○	○
Eager to soothe hurt feelings	○	○	○	○	○	○	○
Understanding	○	○	○	○	○	○	○
Independent	○	○	○	○	○	○	○

	Never/ Almost Never True			Neutral			Always/ Almost Always True
	1	2	3	4	5	6	7

	Never/ Almost Never True			Neutral			Always/ Almost Always True
	1	2	3	4	5	6	7
Defend own beliefs	○	○	○	○	○	○	○
Conscientious	○	○	○	○	○	○	○
Forceful	○	○	○	○	○	○	○
Compassionate	○	○	○	○	○	○	○
Willing to take a stand	○	○	○	○	○	○	○
Moody	○	○	○	○	○	○	○
Affectionate	○	○	○	○	○	○	○
Secretive	○	○	○	○	○	○	○

	Never/ Almost Never True			Neutral			Always/ Almost Always True
	1	2	3	4	5	6	7

	Never/ Almost Never True			Neutral			Always/ Almost Always True
	1	2	3	4	5	6	7
Conventional	○	○	○	○	○	○	○
Strong personality	○	○	○	○	○	○	○
Loves children	○	○	○	○	○	○	○
Dominant	○	○	○	○	○	○	○
Gentle	○	○	○	○	○	○	○
Jealous	○	○	○	○	○	○	○

VH IND_COLL

Please rate the extent to which you agree with the following statements:

	Never or Definitely No								Always or Definitely Yes
	1	2	3	4	5	6	7	8	9
When another person does better than I do, I get tense and aroused	○	○	○	○	○	○	○	○	○
I rely on myself most of the time; I rarely rely on others	○	○	○	○	○	○	○	○	○
If a coworker gets a prize, I would feel proud	○	○	○	○	○	○	○	○	○
Competition is the law of nature	○	○	○	○	○	○	○	○	○
It is important to me that I respect the decisions made by my groups	○	○	○	○	○	○	○	○	○
It is my duty to take care of my family, even when I have to sacrifice what I want	○	○	○	○	○	○	○	○	○

	Never or Definitely No								Always or Definitely Yes
	1	2	3	4	5	6	7	8	9
I'd rather depend on myself than others	○	○	○	○	○	○	○	○	○

	Never or Definitely No								Always or Definitely Yes
	1	2	3	4	5	6	7	8	9
Parents and children must stay together as much as possible	○	○	○	○	○	○	○	○	○
Family members should stick together, no matter what sacrifices are required	○	○	○	○	○	○	○	○	○
I feel good when I cooperate with others	○	○	○	○	○	○	○	○	○
It is important that I do my job better than others	○	○	○	○	○	○	○	○	○
I often do "my own thing"	○	○	○	○	○	○	○	○	○

	Never or Definitely No								Always or Definitely Yes
	1	2	3	4	5	6	7	8	9
To me, pleasure is spending time with others	○	○	○	○	○	○	○	○	○
The well-being of my coworkers is important to me	○	○	○	○	○	○	○	○	○
Winning is everything	○	○	○	○	○	○	○	○	○

	Never or Definitely No								Always or Definitely Yes
	1	2	3	4	5	6	7	8	9
My personal identity, independent of others, is very important to me	○	○	○	○	○	○	○	○	○

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