**EIS**

For each of the following items, select the answer that best describes you or your behavior:

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Not at all  1 | 2 | 3 | 4 | Always  5 |
| 1. Do you often buy things on impulse? |  |  |  |  |  |
| 2. Do you often get into a jam because you do things without thinking? |  |  |  |  |  |
| 3. Do you generally do and say things without stopping to think? |  |  |  |  |  |
| 4. Do you usually think carefully before doing anything? |  |  |  |  |  |
| 5. Are you an impulsive person? |  |  |  |  |  |
| 6. Do you often do things on the spur of the moment? |  |  |  |  |  |
| 7. Do you often get involved in things you later wish you could get out of? |  |  |  |  |  |
| 8. Do you mostly speak before thinking things out? |  |  |  |  |  |
| 9. Do you get so ‘carried away’ by new and exciting ideas that you never think of possible snags? |  |  |  |  |  |
| 10. Do you need to use a lot of self-control to keep out of trouble? |  |  |  |  |  |
| 11. Before making up your mind, do you carefully consider all the advantages and disadvantages? |  |  |  |  |  |
| 12. Do you get extremely impatient if you are kept waiting by someone who is late? |  |  |  |  |  |
| 13. Do you hate standing in a long line for anything? |  |  |  |  |  |