A guidance unit on attitudes was developed for use at the secondary level. The objectives were to study common attitudes, positive outlooks, personal improvement, the relationships of personality to vocational choice and job success, and egocentric and altruistic behavior patterns. An individual's life is seen to be molded by his outlook and attitude toward his existence and the activities of others. Presented are descriptions of characteristic attitudes, factors related to attitudes, and attitude goals. Egocentric attitudes and altruistic attitudes are described as well as characteristics of attitudes within a group. Attitude maturity is seen as the full development of a constructive attitude pattern. Eight factors of a mature attitude are identified. Also presented are suggested activities, filmstrips and films, and three attitude inventories. (SF)
ATTITUDES

A GUIDANCE UNIT FOR
THE LEARNING LABORATORY
OF
BOOKEr T. WASHINGTON JUNIOR-SENIOR HIGH SCHOOL
MIAMI, FLORIDA

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OBJECTIVES

To study common attitudes and evaluate their contribution to a positive outlook

To enrich present attitude patterns and help to establish an interest in personal improvement

To stimulate interest in personality as it contributes to vocational choice and job success

To study egocentric patterns of behavior

To study the characteristics of altruistic behavior

To evaluate case studies in light of positive attitude patterns

To enrich the vocabulary of the students through the study of attitudes

To stimulate interest in attitude improvement through group activities
ATTITUDES

I. PERSONAL OUTLOOK

The life of an individual is molded by his outlook and attitude toward his existence and the activities of others. One does not often consider the important role attitude plays in the life of an individual.

A. There are various characteristic attitudes observed daily in the interaction of people in society. The attitudes of people reflect their inner feelings and thoughts to others. One's disposition is on display through the daily exposure of attitudes.

1. Some individuals display a positive attitude in their daily interpersonal relations with others. Positive people are looking for the good in others. Life is pleasant for positive individuals.

2. A negative attitude is detected in individuals that harbor the unpleasant experiences of life. The negative person readily sees what is wrong with a situation and easily criticizes others.

3. The optimist is an individual who believes the good in life over-balances the pain and evil. The optimist accepts life as pleasant and has a natural inclination toward a cheerful attitude.

4. As opposed to the optimist, the pessimist thinks the evils of life overbalance the good. In considering an event, the pessimist has a tendency to take the least hopeful view.

B. There are certain factors that are directly related to attitude.

1. The attitudes of an individual project an image to society. The social acceptance of a person is directly influenced by his personal image.

2. In considering adjustment to society, one should realize the important contribution of attitudes.

3. One's entire outlook on life is expressed in his personal attitudes. A constructive set of attitudes enables the individual to view the world clearly. However, poor attitudes distort and warp the life outlook.

C. Everyone should strive for certain attitude goals in life.

1. Integration of attitudes is achieved when all the separate attitudes are united into one, near-perfect whole. The person that achieves integration of attitudes has a smooth, unified disposition. The individual that has not achieved this integration has attitudes that do not fit into a definite whole pattern.

2. Balance of attitudes is another desired goal of an individual. Attitudes should be in proper proportion.
II. THE EGOCENTRIC

The egocentric is an individual who is excessively interested in himself. Selfishness, jealousy and a self-centered attitude may be found in the egocentric person.

A. An egocentric individual is basically a negative person. Many egocentrics are motivated by one or more predominant characteristics.

1. Self-pity is a common attitude that can be detected in individuals. This person is completely concerned with his personal troubles and heartaches. Self-pity breeds and grows when one thinks life has dealt him an unjust blow. The people, plagued with this attitude sickness, spend their lives telling others of their troubles and poor conditions. They expect others to pity them and appreciate their terrible circumstances.

2. The taker is a person who feels the world should bring riches to his door. He is always anticipating a gift from others but rarely thinks of assisting other people. The taker is a professional receiver interested only in what he can get for himself. The taker is never satisfied and does not appreciate what he has in life. The taker is selfish and does not enjoy sharing with others. In the desire to receive as much as possible from people, the taker is extremely jealous of the success of others.

3. Some individuals have a strong sense of self-importance. This type of person considers self-glorification more important than the task to be accomplished. The self-important man is concerned with recognition above all other considerations. This individual strives to be associated with important and influential people to feed his desire for importance. Usually, the self-important person is not genuine in his associations with others.

4. Others are continually getting their feelings hurt over minute circumstances of life. This type of individual goes about daily with a highly sensitive attitude. Minute situations upset then easily. Their imaginations read into expressions and comments things that do not exist. The "hurt feelings" people are easily depressed and insulted. Happiness is not a part of their daily lives.

5. Some egocentric people feel that everyone is against them. They are convinced people do not like them and are plotting to destroy or wreck their future. This egocentric has trouble at home, at school and in life because he has accepted others as being basically corrupt and harmful.

6. The jealous person is highly envious of the material possessions of others and their achievements. This person is very unhappy with himself and with others. Considering the jealous person, most authorities agree this individual is very destructive and a threat to a social group. The passion of jealousy leads individuals to actions highly unacceptable in society. The jealous person usually takes the path of ridicule and scorces the accomplishments and shortcomings of others. This action is taken by the jealous person in an attempt to elevate himself by destroying the image of others.
7. Suspiciousness is a characteristic of many egocentrics. The suspicious person has a very serious problem, probably the most serious problem of all egocentrics. This individual is distrustful of everyone and observes daily situations more closely than others. He picks up the slightest deviation from normal circumstances and suspects immediately that something is wrong. The suspicious person is so concerned with himself that he suspects others are working against him behind his back. Suspiciousness is usually accompanied by a temper or strong emotion.

8. The conceited egocentric is a familiar individual. The conceited person is convinced his talents are the most outstanding in the community. So convinced is he of his greatness, his attitude toward other people is characterized by superiority. The conceited person has little time for average people and often fails to speak to them. He feels he is better than most people and the conceited person prefers to ignore average people. The conceited individual also enjoys telling others of his superiority. He boasts at great length of his accomplishments and will spend much time talking about himself. He isn't interested in hearing about others, however.

9. The arrogant person claims more consideration than is justly due and disregards the feelings of others. Being a truly self-centered individual, the arrogant person totally fills his life with himself. He is contemptuous, critical of others, and generally uncooperative in a group. The arrogant individual thinks his ideas are the best and imposes these ideas on others in an offensive manner.

10. Some egocentrics have a "couldn't care less" attitude toward the social group. They have little time for others and are completely unsympathetic toward people. They are concerned only with themselves and completely ignore others.

11. The gossiper is another egocentric who is classified as corrupt and potentially dangerous to others. This person is bent on destroying people by verbally stabbing them behind their backs. The gossiper is an idle talker who spreads derogatory information to others. At first, the gossiper is highly successful influencing others to reject members of a society or group. However, the truth comes to light after a period of time and the gossiper is exposed to all. Unlike some egocentrics, the gossiper is a personal threat to a group. This person hopes to elevate his status by destroying the image of others.

B. The egocentric is usually an unsuccessful person. At first, he appears to make tremendous strides within a group or community. People are influenced by the cryptical remarks and criticisms of the egocentric. However, a steady diet of the egocentric soon exposes his true characteristics.

III. THE ALTRUIST

The altruist is a person who is genuinely interested in the welfare of others. He has no personal interest or selfish desire in helping others to achieve success and happiness.

A. An altruist is a positive person, a contributor and an asset to a community. The altruist is a builder of mankind.
1. The altruist is usually a cheerful and humble person. These characteristics contribute to the total success of an individual but this success does not change the disposition of a true altruist. He remains humble in his attitude and rises to the role of leadership as a result of his attitude.

2. The altruist has a sense of respect and dignity. He has learned the meaning of self-respect and respect for others. The altruist values the personal dignity of all men regardless of financial status or social greatness. He believes each human life is worthy of high respect and regard.

3. Above all, the altruist is a giver. In his desire to help others and strengthen his friends and relatives, the altruist is abundantly repaid for his benevolence through happiness and often material gain.

4. The altruist has courage of conviction and holds to a set of ethical principles that guide his life. He is not a person to engage in activities detrimental to others. The altruist is a person that has completely matured.

5. Modesty is another characteristic of the altruist. The altruist is not one to glorify in past accomplishments but looks to the future for the new challenge. The altruist can genuinely find pleasure in the success of others without feeling the pangs of jealousy.

6. Thankfulness and gratitude are two traits found as an integral part of the altruist attitude structure. He has learned to enjoy the minor rewards of daily life and to appreciate the world as a healthy environment. He receives gifts with deep appreciation and thankfulness.

B. The altruist is a successful person. He finds joy in living each day to its fullest and the altruist appreciates the successes of others as well as his own personal success. The altruist is a respected individual.

IV. ATTITUDES WITHIN THE GROUP

People display various attitudes within a group. Some are highly successful in getting along with others but some find difficulty in being accepted by the group.

A. There are definite characteristics that can be seen in individuals that are disliked by others.

1. One should never carry idle tales to the group leader if he expects to be accepted by other members. This type of individual will talk in a derogatory manner to some people but will tell the group leadership, in confidence, the statements of others. This person does not usually get along well within the group.

2. A person should not be strongly opinionated toward a subject to the point of offending others. Strong convictions are desirable but no one has the right to force or impose their opinions on others.
3. One should not attempt to dominate conversations or manipulate people.

4. One should not enter a group without speaking to everyone.

5. One should not take himself so seriously as to overlook the happiness of a situation.

6. Disloyalty and extreme criticism leads to group failure.

B. III. People possess characteristics which lead to a successful working relationship within a group.

1. Friendliness is the first key to success in working with others. One should smile and maintain a pleasant disposition regardless of the attitude of others.

2. One should help others whenever possible to achieve success. By helping others, the individual realizes success himself.

3. A person should hold himself above the critical struggle within a group. Individuals that participate in destructive criticism of others destroy themselves.

4. Rather than criticize, one should strive to help the group achieve its goals by working to overcome difficulties. Everyone can speculate on how something should have been done but few are willing to do their full share to achieve the objective. Critics are common but true workers are rare.

5. One should be conscious of the importance of listening carefully to the opinions and comments of others. Many people are adept at expressing their opinions but few know the true meaning of listening to others.

6. Finally, one should respect all members of the group regardless of social standing or ability. The effective group member recognizes the dignity and worth of every human being.

V. ATTITUDE MATURITY

To reach successful adulthood, one should attain a set of mature attitudes. Webster defines maturity as the process of full development. The maturation of one's attitude would be the full development of a constructive attitude pattern. There are several factors found in the mature attitude of an individual.

A. One should develop an active, thinking mind. An individual should develop the ability to think things through to a logical conclusion.

B. One should achieve self-understanding through maturity. A person should "know himself" and understand his strengths and weaknesses. It is only through understanding that one can achieve improvement.

C. Attitude maturity requires an individual to look beyond the present and weigh situations in the over-all view. One should not be impulsive and fall into situations that appear enjoyable for the present but harmful in the future. The mature person plans activities and goals in life that will prove stimulating and rewarding in the future.
D. A great need for self-direction exists in this nation. Self-direction enables an individual to chart his own course and make decisions for himself. Self-direction infers a positive independence of a mature person.

E. Considering attitude maturity, an individual should be able to face the realities of life. Men and women should be able to cope with the daily life situations that appear to be a struggle at times.

F. Probably one of the most challenging standards of maturity is the ability to accept responsibility. Dependability is a trait that is shared by all truly mature men and women in our society.

G. Social skills and graces are certainly an integral part of a developed attitude structure. The ability to talk, to study and to discuss with other people mutual interests and experiences is a vital skill.

H. To be completely grown up, one should have interest beyond himself. He should be genuinely interested in the welfare of others and be consciously aware of their interests and needs. A self-centered individual has failed to reach complete maturation.
altruist
appreciate
arrogant
attitude
balance
boast
brilliant
circumstances
conceit
conscientious
constructive
content
contribution
courage
courtesy
depression
derogatory
destroy
detrimental
dignity
disloyal
disposition
distort
egotcentric
elevate
envy
ethics
friendly
genuine
gossip

humor
image
influence
jealousy
liberal
loyal
mature
maturation
modest
negative
nervous
nervous
opinionated
personage
pessimist
popular
positive
recognition
rejected
role
scorn
sensible
shy
society
status
superiority
suspicious
temper
warp
A. Nathaniel Hawthorne wrote a short story entitled, *The Great Stone Face*. The story has a great deal to offer in examining the importance of attitude.

In a New England community, a great cliff rose above a small village. The stone-sided mountain was in the shape of a huge face. The people of the village would stand in the distance and observe the jagged, rock structure. The various boulders and rock formations rendered a true representation of a man's face.

A story circulated throughout the village describing the stone face as a representation of an outstanding person that was born in the village. One young man grew up in the village fascinated by the wonderful structure of nature. In the evening, as the sun dipped below the mountainside, he would sit under a large tree and stare at "The Great Stone Face." His greatest desire was to find the man that resembled the stone face.

As time passed, the man became a leading figure in the community and continued his search for the personage of "The Great Stone Face." Word spread through the community that a great general was returning to his birthplace in the village. Everyone was sure this man was the legendary figure and gathered to see his face. Soon the community recognized his face did not resemble the countenance on the cliff.

Months passed and word came that a leading merchant was returning to his home in the village. Once again the villagers were disappointed to find this great, wealthy man was not the stone face.

As the years rolled by, the search continued for the great man. Years later, a great statesman known throughout the world sent word he was returning to his village home. The hamlet hummed with activity as preparations were made to receive the great man. The man who marveled at "The Great Stone Face" for years anticipated his arrival with great expectation. However, the crowd noticed immediately the statesman was not the one. But a murmur spread throughout the audience, it was recognized that the one who had looked patiently for the stone face was the man himself. The good man that lived in the village for years, the elderly gentleman, was "The Great Stone Face."

1. What does this tell you about the attitudes of people?
2. What makes a person outstanding or great?
3. Is money an indication of a man's ability or his goodness?
4. Was the man described as the personage of "The Great Stone Face" an egocentric, or an altruistic person?

B. Give your reaction to the following quotations. Some you may agree with, and others you might find objectionable.

1. "The empty pot makes the loudest sound." Shakespeare
2. "Many men have been capable of doing a wise thing, more a cunning thing, but few a generous thing." Pope
1. "All men are created equal." Declaration of Independence
2. "With will one can do anything." Smiles
3. "Above all things, keep clean. It is not necessary to be a pig to raise one." Ingersol
4. "They fail and they alone, who have not striven." Aldrich
5. "To him who gives is given." Masefield
6. "Borrowing is not much better than begging." Lessing
7. "The glory of the house is hospitality." Unknown
8. "Discontent is the first step in the progress of man or a nation." Wkle
9. "Good humor may be said to be one of the very best articles of dress one can wear." Wkle
10. "The greatest test of courage on earth is to bear defeat without losing heart." Ingersol
11. "The proud will sooner lose than ask their way." Churchill
12. "Modesty is the sure bait when you fish for praise." Chesterfield
13. "A constant friend is a thing rare and hard to find." Plutarch
14. "People hate those that make them feel their own inferiority." Chesterfield
15. "The greater the man the greater the courtesy." Tennyson
16. "Gratitude is the sign of noble souls." Aesop

C. Analyze the case studies that follow and evaluate the attitudes of the people.

1. Joan is a beautiful girl. She is the only girl in her immediate family and has received a great deal of attention. Joan's mother doesn't believe young girls should spend their time doing housework. Joan has never washed a dish, made her bed, ironed her clothes or cleaned her room. She likes to read at home while her mother does the housework. Joan reads mostly love stories because they describe high school dates and the problems of girls in school. Joan spends a great deal of time on the telephone talking to her three best girl friends. Joan's parents have a comfortable home but it is nothing elaborate. She dreams of marrying a rich man and living in a big, fine home. Joan can't stand poor children and doesn't speak to the people in the high school that aren't as well off as her group. She talks about the other students and laughs quite a bit at their clothes and shoes. Joan loves to wear a new dress to school and watch all the poor kids turn green with envy.
Joan has to take care of her little brother occasionally. She loves her brother but resents having to take care of him. Joan's girl friends are all about three years younger than she. Girls her age just don't seem to like her, even the kids at school. Joan can't figure it out at all. She has attractive clothes, a moderate home and takes good care of her hair. She wonders why people don't nominate her for class secretary. She just doesn't seem to be very popular.

a. What do you think of Joan's attitude toward her home and family?

b. Do you think Joan will make a good wife? Why, or why not?

c. Why do you think Joan is not popular in school?

d. Can you detect any faults in Joan's outlook on life?

e. If Joan marries and moves away from her parents, how do you think she will get along with her husband? What about her neighbors? Do you think people will like Joan?

2. Katie is in her junior year of high school. She is always quite nervous on the first day of the school year. She simply dreads leaving home. Let's observe her as she entered the building on the first day of her junior year.

Katie walked slowly up the stairs leading to the side entrance of the building. Looking down the long corridor, she could see hundreds of new faces in the hall. Katie reported to her assigned homeroom a few minutes before the tardy bell and took a seat in the back of the room. Everyone was having a real good time meeting their old friends and talking about their summer vacations. Everyone, that is, but Katie.

Katie dropped her head on top of her books and looked nervously around the room. Bill came over to her and poked her on the arm. Katie was so nervous she could almost cry.

Sewing and reading are two of Katie's favorite hobbies. In the late afternoon, she will stretch out on the couch and read for hours. Katie loves all kinds of books. Her favorite books are about teenagers.

Katie has several good friends in her neighborhood. She has known them most of her life.

a. What are some of the attitudes expressed concerning Katie?

b. In what area do you think Katie needs to improve?

c. If Katie was asked a question in a new class, on the first day of school, how do you think she would react?

d. Do you think you would like Katie?

3. Alan is a very brilliant senior in high school. He has an excellent vocabulary and can express his ideas easily. On a typical day in class, Alan sits in the middle of the classroom slouched in his chair. He doesn't get along very well with the teachers because he thinks they are stupid. Social studies is really a drag for Alan because he finds it very easy and kid stuff.
Alan thinks most of the students are mental midgets without much academic talent. He would rather not be bothered with most of them. Alan rarely speaks to anyone and walks down the hall with a smirk on his face. He is willing to help the other kids with their math problems after school. Sometimes Alan seems to be a real nice guy but most people think he is a snob.

a. What do you think of Alan's attitude toward other students?

b. Do you think Alan will be successful in life?

c. What improvements would you suggest in Alan's attitude structure?

d. What do you think the student body thinks of Alan's attitude?

e. Can you think of anything Alan did that was good?

4. Frank is in history class. As we look in, through the side door, he is waving his hand in the air aimlessly as the teacher is asking a question. Frank gave a wise answer to the teacher and looked about the room with a smirk on his face. The teacher, enraged over his smart aleck attitude, criticized him severely. Frank eased down in his chair with a big grin.

The bell rang and Frank jumped to his feet charging for the door. He knocked the books out of Tina's hands but never stopped to help her pick them up. Charging up behind Jerry Brown, Frank belted him in the middle of the back with his fist. He ran down the hall laughing at the top of his voice as Jerry tried to catch him. Frank ducked into his math class just as the bell rang, starting the next period.

After being in the class a short time, he found a pin on the floor. His eyes flashed as a grin spread over his face. By sitting on the edge of his seat, he discovered he could just barely reach the slot in the seat in front of him without bending over. With the pin gleaming in his hand, he carefully moved forward and jabbed Bill in the back. Up from the seat came Bill with a shout and the fight began. Over and over they tumbled down the aisle with Bill bent over blackening Jerry's eyes. The teacher separated the two and off they went on the long trip to the dean's office.

a. What do you think of Frank's attitude?

b. Why do you suppose he hits people in the hall?

c. It seems Jerry enjoys going to the dean's office. He is proud to return during the middle of the class period. All the boys gather around Jerry to ask how it went in the office. Why do you suppose Jerry enjoys getting into trouble?

d. Do you think Jerry is popular? Why, or why not?

e. Do you think he is mature?
D. Suggested Filmstrips

1. Interests Pay Off

2. Motivation — Key to Achievement

3. So You Want to be Independent

4. Your Search for Self

E. Suggested Films

1. Am I Trustworthy?

2. Control Your Emotions

3. Developing Responsibility

4. Developing Your Character

5. Facing Reality

6. How to Succeed in School

7. How We Cooperate

8. The Show Off

9. You're Grown Up
ATTITUDE INVENTORY I

Rate yourself in the areas that follow. If the trait applies to your established set of attitudes, place a check under TRUE; if not, place a check under FALSE.

I am:

<table>
<thead>
<tr>
<th></th>
<th>TRUE</th>
<th>FALSE</th>
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<tbody>
<tr>
<td>1.</td>
<td>agreeable</td>
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<td>2.</td>
<td>modest</td>
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<td>3.</td>
<td>cheerful</td>
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<td>4.</td>
<td>sad</td>
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<td>5.</td>
<td>inattentive in class</td>
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<td>6.</td>
<td>jealous of friends</td>
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<td>7.</td>
<td>opinionated</td>
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<td>8.</td>
<td>liberal with possessions</td>
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<td>9.</td>
<td>sensible</td>
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<td>10.</td>
<td>envious of a sister or brother</td>
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<td>11.</td>
<td>contented with everything</td>
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<td>12.</td>
<td>contented with most things</td>
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<td>13.</td>
<td>never contented with life</td>
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<td>14.</td>
<td>punctual</td>
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<td>15.</td>
<td>critical of my family</td>
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<td>16.</td>
<td>a borrower</td>
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<td>17.</td>
<td>friendly to new acquaintances</td>
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<td>18.</td>
<td>a mild gossiper</td>
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<td>19.</td>
<td>not above telling little white lies</td>
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<td>20.</td>
<td>sick most of the time</td>
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<td>21.</td>
<td>afraid the world is going to pot</td>
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<td>22.</td>
<td>conscientious all of the time</td>
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<td>23.</td>
<td>very brilliant</td>
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<td>24.</td>
<td>pretty smart</td>
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<td>25.</td>
<td>shy</td>
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<tr>
<td>26.</td>
<td>easy going</td>
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</table>
ATTITUDE INVENTORY II

Read each of the words that follow and indicate your reaction in the appropriate space. Each word should suggest a particular attitude or emotion.

<table>
<thead>
<tr>
<th>Word</th>
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<th>DISLIKE</th>
<th>FEAR</th>
<th>NONE</th>
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<tbody>
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<td>1. Constitution</td>
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<td>2. China</td>
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<td>3. Dances</td>
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<td>4. Football</td>
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<td>5. Booker T. Washington</td>
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<td>6. Abraham Lincoln</td>
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<td>7. Democracy</td>
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<td>8. Prom</td>
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<td>9. Miami</td>
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<td>10. Fire</td>
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<td>11. Freedom</td>
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<td>12. Poverty</td>
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<td>13. Television Programs</td>
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<td>14. Fishing</td>
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<td>15. Reading</td>
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<td>16. Movies</td>
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ATTITUDE INVENTORY III

Read each of the words that follow and indicate your reaction in the appropriate space. Each word should suggest a particular attitude or emotion.

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<th>FEAR</th>
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