

| ACTION | LIVELVEL |      |      |      |      |      |      |      |      |       | TOTAL |
|--------|----------|------|------|------|------|------|------|------|------|-------|-------|
|        | 1000     | 2000 | 3000 | 4000 | 5000 | 6000 | 7000 | 8000 | 9000 | 10000 |       |
| 20-20  | 1000     | 2000 | 3000 | 4000 | 5000 | 6000 | 7000 | 8000 | 9000 | 10000 | 10000 |
| 27-33  | 1000     | 2000 | 3000 | 4000 | 5000 | 6000 | 7000 | 8000 | 9000 | 10000 | 10000 |
| 30-40  | 1000     | 2000 | 3000 | 4000 | 5000 | 6000 | 7000 | 8000 | 9000 | 10000 | 10000 |
| 41-47  | 1000     | 2000 | 3000 | 4000 | 5000 | 6000 | 7000 | 8000 | 9000 | 10000 | 10000 |
| 48-54  | 1000     | 2000 | 3000 | 4000 | 5000 | 6000 | 7000 | 8000 | 9000 | 10000 | 10000 |
| 55-61  | 1000     | 2000 | 3000 | 4000 | 5000 | 6000 | 7000 | 8000 | 9000 | 10000 | 10000 |
| 62-66  | 1000     | 2000 | 3000 | 4000 | 5000 | 6000 | 7000 | 8000 | 9000 | 10000 | 10000 |
| 69-75  | 1000     | 2000 | 3000 | 4000 | 5000 | 6000 | 7000 | 8000 | 9000 | 10000 | 10000 |
| 76-82  | 1000     | 2000 | 3000 | 4000 | 5000 | 6000 | 7000 | 8000 | 9000 | 10000 | 10000 |
| 83-89  | 1000     | 2000 | 3000 | 4000 | 5000 | 6000 | 7000 | 8000 | 9000 | 10000 | 10000 |
| 90-96  | 1000     | 2000 | 3000 | 4000 | 5000 | 6000 | 7000 | 8000 | 9000 | 10000 | 10000 |

TABLE G52 BUSINESS PERFORMANCE (IN TERMS) BY EDUCATION LEVEL COMPLETED (EDULEVEL) (HYPOTHESIS 52)

[illegible]

TABLE G53 EXPRESSED ROLE SUCCESS MOTIVATION (MOTIVATE) BY RELEVANCE OF EDUCATION (EDURELEV) (HYPOTHESES 53)

| MOTIVATE     | COUNT<br>I | ROW PCT<br>I | COL PCT<br>I | TOT PCT<br>I | 2.00I | 3.00I | 4.00I | 5.00I | 6.00I | ROW<br>TOTAL |
|--------------|------------|--------------|--------------|--------------|-------|-------|-------|-------|-------|--------------|
|              | 1.00       | I            | I            | I            | 3     | I     | 3     | I     | I     | 8            |
| 3-5          | I          | I            | I            | I            | 12.5  | I     | 37.5  | I     | 0     | 3.2          |
|              | I          | I            | I            | I            | 2.9   | I     | 5.1   | I     | 0.0   |              |
|              | I          | I            | I            | I            | .4    | I     | 1.2   | I     | 0.0   |              |
|              | I          | I            | I            | I            | 1.2   | I     | 1.2   | I     | 0.0   |              |
| 6-8          | 2.00       | I            | I            | I            | 12    | I     | 23    | I     | 0     | 72           |
|              | I          | I            | I            | I            | 16.7  | I     | 31.9  | I     | 0.0   | 28.8         |
|              | I          | I            | I            | I            | 35.3  | I     | 59.0  | I     | 0.0   |              |
|              | I          | I            | I            | I            | 4.8   | I     | 9.2   | I     | 0.0   |              |
| 9-11         | 3.00       | I            | I            | I            | 16    | I     | 19    | I     | 14    | 96           |
|              | I          | I            | I            | I            | 16.7  | I     | 19.6  | I     | 14.6  | 38.4         |
|              | I          | I            | I            | I            | 47.1  | I     | 32.2  | I     | 45.2  |              |
|              | I          | I            | I            | I            | 6.4   | I     | 7.6   | I     | 5.6   |              |
| 12-14        | 4.00       | I            | I            | I            | 4     | I     | 13    | I     | 16    | 63           |
|              | I          | I            | I            | I            | 6.3   | I     | 20.6  | I     | 25.4  | 25.2         |
|              | I          | I            | I            | I            | 11.8  | I     | 22.0  | I     | 51.6  |              |
|              | I          | I            | I            | I            | 1.6   | I     | 5.2   | I     | 6.4   |              |
| 15-17        | 5.00       | I            | I            | I            | 1     | I     | 1     | I     | 1     | 11           |
|              | I          | I            | I            | I            | 9.1   | I     | 9.1   | I     | 9.1   | 4.4          |
|              | I          | I            | I            | I            | 2.9   | I     | 1.7   | I     | 3.2   |              |
|              | I          | I            | I            | I            | .4    | I     | .4    | I     | .4    |              |
| COLUMN TOTAL |            |              |              |              | 34    | 73    | 59    | 53    | 31    | 250          |
|              |            |              |              |              | 13.6  | 29.2  | 23.6  | 21.2  | 12.4  | 100.0        |

TABLE G54 AFFECTIVE REACTION (REACTION) BY RELEVANCE OF  
EDUCATION (EDURELEV) (HYPOTHESIS 54)

|              |       | EURELEV |      |      |      |      |      |   |      |   |      |       |       |  |
|--------------|-------|---------|------|------|------|------|------|---|------|---|------|-------|-------|--|
|              |       | COUNT   |      |      |      |      |      |   |      |   |      |       |       |  |
|              |       | ROW PCT |      |      |      |      |      |   |      |   |      |       | ROW   |  |
|              |       | COL PCT |      |      |      |      |      |   |      |   |      |       | TOTAL |  |
|              |       | TOT PCT | 2.00 | 3.00 | 4.00 | 5.00 | 6.00 |   |      |   |      |       |       |  |
| REACTION     |       |         |      |      |      |      |      |   |      |   |      |       |       |  |
| 20-26        | 1.00  | 1       | 2    | 1    | 0    | 1    | 0    | 1 | 1    | 0 | 1    | 3     |       |  |
|              |       | 1       | 66.7 | 1    | 0.0  | 1    | 0.0  | 1 | 33.3 | 1 | 0.0  | 1     | 1.2   |  |
|              |       | 1       | 5.9  | 1    | 0.0  | 1    | 0.0  | 1 | 1.9  | 1 | 0.0  | 1     |       |  |
|              |       | 1       | .8   | 1    | 0.0  | 1    | 0.0  | 1 | .4   | 1 | 0.0  | 1     |       |  |
| 27-33        | 2.00  | 1       | 4    | 1    | 13   | 1    | 7    | 1 | 1    | 1 | 0    | 25    |       |  |
|              |       | 1       | 16.0 | 1    | 52.0 | 1    | 28.0 | 1 | 4.0  | 1 | 0.0  | 1     | 10.0  |  |
|              |       | 1       | 11.8 | 1    | 17.8 | 1    | 11.9 | 1 | 1.9  | 1 | 0.0  | 1     |       |  |
|              |       | 1       | 1.6  | 1    | 5.2  | 1    | 2.8  | 1 | .4   | 1 | 0.0  | 1     |       |  |
| 34-40        | 3.00  | 1       | 10   | 1    | 22   | 1    | 6    | 1 | 2    | 1 | 0    | 42    |       |  |
|              |       | 1       | 23.8 | 1    | 52.4 | 1    | 19.0 | 1 | 4.8  | 1 | 0.0  | 1     | 16.8  |  |
|              |       | 1       | 29.4 | 1    | 30.1 | 1    | 13.6 | 1 | 5.6  | 1 | 0.0  | 1     |       |  |
|              |       | 1       | 4.0  | 1    | 8.8  | 1    | 3.2  | 1 | .6   | 1 | 0.0  | 1     |       |  |
| 41-47        | 4.00  | 1       | 8    | 1    | 6    | 1    | 9    | 1 | 2    | 1 | 0    | 27    |       |  |
|              |       | 1       | 29.6 | 1    | 29.6 | 1    | 33.3 | 1 | 7.4  | 1 | 0.0  | 1     | 10.8  |  |
|              |       | 1       | 23.5 | 1    | 11.0 | 1    | 15.3 | 1 | 5.8  | 1 | 0.0  | 1     |       |  |
|              |       | 1       | 3.2  | 1    | 3.2  | 1    | 3.6  | 1 | .8   | 1 | 0.0  | 1     |       |  |
| 48-54        | 5.00  | 1       | 3    | 1    | 6    | 1    | 4    | 1 | 2    | 1 | 1    | 16    |       |  |
|              |       | 1       | 16.7 | 1    | 44.4 | 1    | 22.2 | 1 | 11.1 | 1 | 5.6  | 1     | 7.2   |  |
|              |       | 1       | 8.8  | 1    | 11.0 | 1    | 6.6  | 1 | 4.8  | 1 | 3.2  | 1     |       |  |
|              |       | 1       | 1.2  | 1    | 3.2  | 1    | 1.6  | 1 | .8   | 1 | .4   | 1     |       |  |
| 55-61        | 6.00  | 1       | 4    | 1    | 5    | 1    | 4    | 1 | 4    | 1 | 1    | 16    |       |  |
|              |       | 1       | 22.2 | 1    | 27.6 | 1    | 22.2 | 1 | 22.2 | 1 | 5.6  | 1     | 7.2   |  |
|              |       | 1       | 11.8 | 1    | 6.0  | 1    | 6.6  | 1 | 7.5  | 1 | 3.2  | 1     |       |  |
|              |       | 1       | 1.6  | 1    | 2.0  | 1    | 1.6  | 1 | 1.6  | 1 | .4   | 1     |       |  |
| 62-68        | 7.00  | 1       | 1    | 1    | 1    | 1    | 4    | 1 | 4    | 1 | 3    | 13    |       |  |
|              |       | 1       | 7.7  | 1    | 7.7  | 1    | 30.8 | 1 | 30.8 | 1 | 23.1 | 1     | 5.2   |  |
|              |       | 1       | 2.9  | 1    | 1.4  | 1    | 6.8  | 1 | 7.5  | 1 | 9.7  | 1     |       |  |
|              |       | 1       | .4   | 1    | .4   | 1    | 1.6  | 1 | 1.6  | 1 | 1.2  | 1     |       |  |
| 69-75        | 8.00  | 1       | 1    | 1    | 4    | 1    | 10   | 1 | 4    | 1 | 5    | 24    |       |  |
|              |       | 1       | 4.2  | 1    | 16.7 | 1    | 41.7 | 1 | 16.7 | 1 | 20.8 | 1     | 9.6   |  |
|              |       | 1       | 2.9  | 1    | 5.5  | 1    | 16.9 | 1 | 7.5  | 1 | 16.1 | 1     |       |  |
|              |       | 1       | .4   | 1    | 1.6  | 1    | 4.0  | 1 | 1.6  | 1 | 2.0  | 1     |       |  |
| 76-82        | 9.00  | 1       | 1    | 1    | 9    | 1    | 3    | 1 | 13   | 1 | 9    | 35    |       |  |
|              |       | 1       | 2.9  | 1    | 25.7 | 1    | 8.6  | 1 | 37.1 | 1 | 25.7 | 1     | 14.0  |  |
|              |       | 1       | 2.9  | 1    | 12.3 | 1    | 5.1  | 1 | 24.5 | 1 | 29.0 | 1     |       |  |
|              |       | 1       | .4   | 1    | 3.6  | 1    | 1.2  | 1 | 5.2  | 1 | 5.6  | 1     |       |  |
| 83-89        | 10.00 | 1       | 0    | 1    | 2    | 1    | 7    | 1 | 15   | 1 | 10   | 34    |       |  |
|              |       | 1       | 0.0  | 1    | 5.9  | 1    | 20.6 | 1 | 44.1 | 1 | 29.4 | 1     | 13.6  |  |
|              |       | 1       | 0.0  | 1    | 2.7  | 1    | 11.9 | 1 | 26.5 | 1 | 32.3 | 1     |       |  |
|              |       | 1       | 0.0  | 1    | .8   | 1    | 2.6  | 1 | 6.0  | 1 | 4.0  | 1     |       |  |
| 90-96        | 11.00 | 1       | 0    | 1    | 1    | 3    | 1    | 5 | 1    | 2 | 1    | 11    |       |  |
|              |       | 1       | 0.0  | 1    | 9.1  | 1    | 27.3 | 1 | 45.5 | 1 | 18.2 | 1     | 4.4   |  |
|              |       | 1       | 0.0  | 1    | 1.4  | 1    | 5.1  | 1 | 9.4  | 1 | 6.5  | 1     |       |  |
|              |       | 1       | 0.0  | 1    | .4   | 1    | 1.2  | 1 | 2.0  | 1 | .8   | 1     |       |  |
| COLUMN TOTAL |       |         | 34   |      | 73   |      | 57   |   | 53   |   | 31   | 250   |       |  |
|              |       |         | 13.6 |      | 29.2 |      | 23.8 |   | 21.2 |   | 12.4 | 100.0 |       |  |

TABLE G55 BUSINESS PERFORMANCE (PERFORMS) BY RELEVANCE OF  
EDUCATION (EDURELEV) (HYPOTHESIS 55)

| EQUULEV      |         |       |       |       |       |       |           |  |  |  |  |  |
|--------------|---------|-------|-------|-------|-------|-------|-----------|--|--|--|--|--|
| PERFORMS     | COUNT   | I     |       |       |       |       |           |  |  |  |  |  |
|              | ROW PCT | I     |       |       |       |       |           |  |  |  |  |  |
|              | COL PCT | I     |       |       |       |       |           |  |  |  |  |  |
|              | TOT PCT | I     |       |       |       |       |           |  |  |  |  |  |
|              |         | 2.001 | 3.001 | 4.001 | 5.001 | 6.001 | ROW TOTAL |  |  |  |  |  |
| 1-6          | 1.00    | 2     | 4     | 2     | 0     | 0     | 8         |  |  |  |  |  |
|              | 25.0    | 50.0  | 25.0  | 0.0   | 0.0   | 5.2   |           |  |  |  |  |  |
|              | 5.9     | 5.5   | 3.4   | 0.0   | 0.0   |       |           |  |  |  |  |  |
|              | .8      | 1.6   | .8    | 0.0   | 0.0   |       |           |  |  |  |  |  |
| 7-12         | 2.00    | 13    | 17    | 8     | 1     | 0     | 39        |  |  |  |  |  |
|              | 33.3    | 43.6  | 20.5  | 2.6   | 0.0   | 15.6  |           |  |  |  |  |  |
|              | 38.2    | 23.3  | 13.6  | 1.9   | 0.0   |       |           |  |  |  |  |  |
|              | 5.2     | 6.8   | 3.2   | .4    | 0.0   |       |           |  |  |  |  |  |
| 13-18        | 3.00    | 7     | 16    | 4     | 2     | 0     | 29        |  |  |  |  |  |
|              | 24.1    | 55.2  | 13.3  | 6.9   | 0.0   | 11.6  |           |  |  |  |  |  |
|              | 20.6    | 21.9  | 6.8   | 3.6   | 0.0   |       |           |  |  |  |  |  |
|              | 2.0     | 6.4   | 1.6   | .6    | 0.0   |       |           |  |  |  |  |  |
| 19-24        | 4.00    | 5     | 7     | 4     | 1     | 0     | 17        |  |  |  |  |  |
|              | 29.4    | 41.2  | 23.5  | 5.9   | 0.0   | 6.8   |           |  |  |  |  |  |
|              | 14.7    | 9.6   | 6.8   | 1.9   | 0.0   |       |           |  |  |  |  |  |
|              | 2.0     | 2.5   | 1.6   | .4    | 0.0   |       |           |  |  |  |  |  |
| 25-30        | 5.00    | 1     | 4     | 4     | 0     | 0     | 9         |  |  |  |  |  |
|              | 11.1    | 44.4  | 44.4  | 0.0   | 0.0   | 3.6   |           |  |  |  |  |  |
|              | 2.9     | 5.5   | 6.0   | 0.0   | 0.0   |       |           |  |  |  |  |  |
|              | .4      | 1.6   | 1.6   | 0.0   | 0.0   |       |           |  |  |  |  |  |
| 31-36        | 6.00    | 1     | 2     | 4     | 2     | 0     | 9         |  |  |  |  |  |
|              | 11.1    | 22.2  | 44.4  | 22.2  | 0.0   | 3.6   |           |  |  |  |  |  |
|              | 2.9     | 2.7   | 6.8   | 3.8   | 0.0   |       |           |  |  |  |  |  |
|              | .4      | .8    | 1.6   | .8    | 0.0   |       |           |  |  |  |  |  |
| 37-42        | 7.00    | 2     | 5     | 6     | 11    | 6     | 32        |  |  |  |  |  |
|              | 6.3     | 15.6  | 25.0  | 34.4  | 19.8  | 12.6  |           |  |  |  |  |  |
|              | 5.9     | 6.8   | 13.6  | 20.8  | 19.4  |       |           |  |  |  |  |  |
|              | .8      | 2.0   | 3.2   | 4.4   | 2.4   |       |           |  |  |  |  |  |
| 43-48        | 8.00    | 3     | 8     | 9     | 6     | 8     | 34        |  |  |  |  |  |
|              | 8.8     | 23.5  | 26.5  | 17.6  | 23.5  | 13.6  |           |  |  |  |  |  |
|              | 8.8     | 11.0  | 15.3  | 11.3  | 25.8  |       |           |  |  |  |  |  |
|              | 1.2     | 3.2   | 3.6   | 2.4   | 3.2   |       |           |  |  |  |  |  |
| 49-54        | 9.00    | 0     | 9     | 11    | 20    | 9     | 49        |  |  |  |  |  |
|              | 0.0     | 18.4  | 22.4  | 40.8  | 18.4  | 19.6  |           |  |  |  |  |  |
|              | 0.0     | 12.5  | 15.6  | 37.7  | 29.0  |       |           |  |  |  |  |  |
|              | 0.0     | 3.6   | 4.4   | 8.0   | 3.6   |       |           |  |  |  |  |  |
| 55-60        | 10.00   | 0     | 1     | 5     | 10    | 8     | 24        |  |  |  |  |  |
|              | 0.0     | 4.2   | 20.8  | 41.7  | 33.3  | 9.6   |           |  |  |  |  |  |
|              | 0.0     | 1.4   | 4.5   | 18.9  | 25.8  |       |           |  |  |  |  |  |
|              | 0.0     | .4    | 2.0   | 0.0   | 3.2   |       |           |  |  |  |  |  |
| COLUMN TOTAL |         | 34    | 71    | 59    | 53    | 31    | 250       |  |  |  |  |  |
|              |         | 13.6  | 29.2  | 13.6  | 21.2  | 12.4  | 100.0     |  |  |  |  |  |

TABLE G57a TOTAL EDUCATION (EDUTOTAL) BY INNER-DIRECTED  
ROLE PERCEPTION (IODINNER) (HYPOTHESIS 57)

| IODINNER |         |         |       |       |       |       |       |  |  |  |  |  |
|----------|---------|---------|-------|-------|-------|-------|-------|--|--|--|--|--|
| COUNT    | 117-20  | 21-24   | 25-28 | 29-32 | 33-36 | 37-40 | ROW   |  |  |  |  |  |
| RCN PCT  | COL PCT | TOT PCT |       |       |       |       | TOTAL |  |  |  |  |  |
| 1.00     | 3       | 3       | 0     | 2     | 1     | 0     | 9     |  |  |  |  |  |
|          | 33.3    | 33.3    | 0.0   | 22.2  | 11.1  | 0.0   | 3.6   |  |  |  |  |  |
|          | 13.6    | 5.7     | 0.0   | 3.6   | 2.0   | 0.0   |       |  |  |  |  |  |
|          | 1.2     | 1.2     | 0.0   | .5    | .4    | 0.0   |       |  |  |  |  |  |
| 2.00     | 3       | 9       | 7     | 4     | 3     | 1     | 22    |  |  |  |  |  |
|          | 11.1    | 33.3    | 25.5  | 14.5  | 11.1  | 3.7   | 10.3  |  |  |  |  |  |
|          | 12.6    | 17.0    | 11.7  | 7.3   | 6.0   | 10.0  |       |  |  |  |  |  |
|          | 1.2     | 3.6     | 2.6   | 1.6   | 1.2   | .4    |       |  |  |  |  |  |
| 3.00     | 9       | 12      | 15    | 15    | 6     | 3     | 64    |  |  |  |  |  |
|          | 14.1    | 16.0    | 29.7  | 23.4  | 9.4   | 4.7   | 25.6  |  |  |  |  |  |
|          | 40.9    | 22.6    | 31.7  | 27.3  | 12.0  | 30.0  |       |  |  |  |  |  |
|          | 3.6     | 4.8     | 7.6   | 6.0   | 2.4   | 1.2   |       |  |  |  |  |  |
| 4.00     | 5       | 16      | 16    | 9     | 11    | 1     | 62    |  |  |  |  |  |
|          | 8.1     | 29.0    | 29.0  | 14.5  | 17.7  | 1.6   | 24.8  |  |  |  |  |  |
|          | 22.7    | 34.0    | 30.0  | 16.4  | 22.0  | 10.0  |       |  |  |  |  |  |
|          | 2.0     | 7.2     | 7.2   | 3.6   | 4.4   | .4    |       |  |  |  |  |  |
| 5.00     | 1       | 9       | 12    | 16    | 13    | 2     | 53    |  |  |  |  |  |
|          | 1.9     | 17.0    | 22.6  | 30.2  | 24.5  | 5.8   | 21.2  |  |  |  |  |  |
|          | 4.5     | 17.0    | 20.0  | 29.1  | 26.0  | 20.0  |       |  |  |  |  |  |
|          | .4      | 3.6     | 4.4   | 6.4   | 5.2   | .8    |       |  |  |  |  |  |
| 6.00     | 0       | 1       | 3     | 7     | 10    | 2     | 23    |  |  |  |  |  |
|          | 0.0     | 4.3     | 13.0  | 30.4  | 43.5  | 8.7   | 3.2   |  |  |  |  |  |
|          | 0.0     | 4.9     | 5.0   | 12.7  | 20.0  | 20.0  |       |  |  |  |  |  |
|          | 0.0     | .4      | 1.2   | 2.5   | 4.0   | .8    |       |  |  |  |  |  |
| 7.00     | 1       | 1       | 1     | 2     | 6     | 1     | 12    |  |  |  |  |  |
|          | 4.3     | 8.3     | 5.0   | 15.7  | 50.0  | 8.3   | 4.4   |  |  |  |  |  |
|          | 4.5     | 1.9     | 1.7   | 3.6   | 12.0  | 10.0  |       |  |  |  |  |  |
|          | .4      | .4      | .4    | .6    | 2.4   | .4    |       |  |  |  |  |  |
| COUNT    | 22      | 53      | 60    | 55    | 50    | 10    | 250   |  |  |  |  |  |
| TOTAL    | 8.8     | 21.2    | 24.0  | 22.0  | 20.0  | 4.0   | 100.0 |  |  |  |  |  |

TABLE G57b TOTAL EDUCATION (EDUTOTAL) BY OTHER-DIRECTED  
ROLE PERCEPTION (IODOTHER) (HYPOTHESIS 57)

| IODOTHER |     |       |       |       |       |       |       |       |   |
|----------|-----|-------|-------|-------|-------|-------|-------|-------|---|
| COUNT    | I   | 17-20 | 21-24 | 25-28 | 29-32 | 33-36 | 37-40 | ROW   |   |
| COL      | PCT | I     | I     | I     | I     | I     | I     | TOTAL |   |
| TOT      | PCT | I     | I     | I     | I     | I     | I     |       |   |
| 1.00     | I   | 0     | I     | 4     | I     | 5     | I     | 0     | I |
|          | I   | 0.0   | I     | 44.4  | I     | 55.6  | I     | 0.0   | I |
|          | I   | 0.0   | I     | 6.0   | I     | 6.5   | I     | 0.0   | I |
|          | I   | 0.0   | I     | 6.0   | I     | 6.5   | I     | 0.0   | I |
|          | I   | 0.0   | I     | 1.6   | I     | 2.0   | I     | 0.0   | I |
|          | I   | 0.0   | I     | 1.6   | I     | 2.0   | I     | 0.0   | I |
| 2.00     | I   | 0     | I     | 3     | I     | 7     | I     | 1     | I |
|          | I   | 0.0   | I     | 11.1  | I     | 33.3  | I     | 25.9  | I |
|          | I   | 0.0   | I     | 6.5   | I     | 13.4  | I     | 17.9  | I |
|          | I   | 0.0   | I     | 1.2   | I     | 3.6   | I     | 2.6   | I |
|          | I   | 0.0   | I     | 1.2   | I     | 3.6   | I     | 2.6   | I |
|          | I   | 0.0   | I     | 1.2   | I     | 3.6   | I     | 2.6   | I |
| 3.00     | I   | 4     | I     | 16    | I     | 21    | I     | 8     | I |
|          | I   | 6.3   | I     | 25.0  | I     | 21.9  | I     | 12.5  | I |
|          | I   | 26.7  | I     | 34.8  | I     | 20.9  | I     | 20.5  | I |
|          | I   | 1.6   | I     | 6.4   | I     | 5.6   | I     | 3.2   | I |
|          | I   | 1.6   | I     | 6.4   | I     | 5.6   | I     | 3.2   | I |
|          | I   | 1.6   | I     | 6.4   | I     | 5.6   | I     | 3.2   | I |
| 4.00     | I   | 2     | I     | 8     | I     | 21    | I     | 15    | I |
|          | I   | 3.2   | I     | 12.9  | I     | 33.9  | I     | 30.6  | I |
|          | I   | 13.3  | I     | 17.4  | I     | 31.5  | I     | 24.1  | I |
|          | I   | .8    | I     | 3.2   | I     | 8.4   | I     | 7.8   | I |
|          | I   | .8    | I     | 3.2   | I     | 8.4   | I     | 7.8   | I |
|          | I   | .8    | I     | 3.2   | I     | 8.4   | I     | 7.8   | I |
| 5.00     | I   | 5     | I     | 14    | I     | 9     | I     | 15    | I |
|          | I   | 9.4   | I     | 26.4  | I     | 17.0  | I     | 25.3  | I |
|          | I   | 33.3  | I     | 30.4  | I     | 13.4  | I     | 17.0  | I |
|          | I   | 2.0   | I     | 5.6   | I     | 3.0   | I     | 5.0   | I |
|          | I   | 2.0   | I     | 5.6   | I     | 3.0   | I     | 5.0   | I |
|          | I   | 2.0   | I     | 5.6   | I     | 3.0   | I     | 5.0   | I |
| 6.00     | I   | 4     | I     | 3     | I     | 7     | I     | 8     | I |
|          | I   | 17.4  | I     | 13.0  | I     | 30.4  | I     | 34.8  | I |
|          | I   | 26.7  | I     | 4.5   | I     | 10.4  | I     | 10.4  | I |
|          | I   | 1.6   | I     | 1.2   | I     | 2.6   | I     | 3.2   | I |
|          | I   | 1.6   | I     | 1.2   | I     | 2.6   | I     | 3.2   | I |
|          | I   | 1.6   | I     | 1.2   | I     | 2.6   | I     | 3.2   | I |
| 7.00     | I   | 0     | I     | 2     | I     | 5     | I     | 4     | I |
|          | I   | 0.0   | I     | 10.7  | I     | 25.0  | I     | 30.2  | I |
|          | I   | 0.0   | I     | 4.3   | I     | 4.5   | I     | 5.1   | I |
|          | I   | 0.0   | I     | .8    | I     | 1.2   | I     | 1.0   | I |
|          | I   | 0.0   | I     | .8    | I     | 1.2   | I     | 1.0   | I |
|          | I   | 0.0   | I     | .8    | I     | 1.2   | I     | 1.0   | I |
| COUNT    |     | 15    |       | 46    |       | 67    |       | 75    |   |
| TOTAL    |     | 6.0   |       | 10.4  |       | 26.6  |       | 31.6  |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |
|          |     |       |       |       |       |       |       |       |   |

TABLE G58 AFFECTIVE REACTION (REACTION) BY PHYSICAL CONDITION  
(PHYSICAL.) (HYPOTHESIS 58)

| REACTION | PHYSICAL |   |       |       |       |       |      |   |      |   | ROW<br>TOTAL |
|----------|----------|---|-------|-------|-------|-------|------|---|------|---|--------------|
|          | COUNT    | 1 |       |       |       |       |      |   |      |   |              |
|          | ROW PCT  | 1 |       |       |       |       |      |   |      |   |              |
|          | COL PCT  | 1 |       |       |       |       |      |   |      |   |              |
|          | TOT PCT  | 1 | 3.001 | 4.001 | 5.001 | 6.001 |      |   |      |   |              |
| 20-26    | 1.00     | 1 | 0     | 1     | 2     | 1     | 1    | 1 | 0    | 1 | 3            |
|          |          | 1 | 0.0   | 1     | 66.7  | 1     | 33.3 | 1 | 0.0  | 1 | 1.2          |
|          |          | 1 | 0.0   | 1     | 2.7   | 1     | 1.3  | 1 | 0.0  | 1 |              |
|          |          | 1 | 0.0   | 1     | .6    | 1     | .4   | 1 | 0.0  | 1 |              |
| 27-33    | 2.00     | 1 | 3     | 1     | 12    | 1     | 10   | 1 | 0    | 1 | 25           |
|          |          | 1 | 12.0  | 1     | 40.0  | 1     | 40.0 | 1 | 0.0  | 1 | 10.0         |
|          |          | 1 | 17.6  | 1     | 16.2  | 1     | 13.2 | 1 | 0.0  | 1 |              |
|          |          | 1 | 1.2   | 1     | 4.8   | 1     | 4.0  | 1 | 0.0  | 1 |              |
| 34-40    | 3.00     | 1 | 5     | 1     | 23    | 1     | 10   | 1 | 4    | 1 | 42           |
|          |          | 1 | 11.9  | 1     | 54.8  | 1     | 23.6 | 1 | 9.5  | 1 | 16.8         |
|          |          | 1 | 29.4  | 1     | 31.1  | 1     | 13.2 | 1 | 4.8  | 1 |              |
|          |          | 1 | 2.0   | 1     | 9.2   | 1     | 4.0  | 1 | 1.6  | 1 |              |
| 41-47    | 4.00     | 1 | 4     | 1     | 9     | 1     | 11   | 1 | 3    | 1 | 27           |
|          |          | 1 | 14.8  | 1     | 33.3  | 1     | 40.7 | 1 | 11.1 | 1 | 10.8         |
|          |          | 1 | 23.5  | 1     | 12.2  | 1     | 14.5 | 1 | 5.6  | 1 |              |
|          |          | 1 | 1.6   | 1     | 3.6   | 1     | 4.4  | 1 | 1.2  | 1 |              |
| 48-54    | 5.00     | 1 | 2     | 1     | 8     | 1     | 4    | 1 | 4    | 1 | 18           |
|          |          | 1 | 11.1  | 1     | 44.4  | 1     | 22.2 | 1 | 22.2 | 1 | 7.2          |
|          |          | 1 | 11.8  | 1     | 10.8  | 1     | 5.3  | 1 | 4.8  | 1 |              |
|          |          | 1 | .8    | 1     | 3.2   | 1     | 1.6  | 1 | 1.6  | 1 |              |
| 55-61    | 6.00     | 1 | 1     | 1     | 10    | 1     | 4    | 1 | 3    | 1 | 18           |
|          |          | 1 | 5.6   | 1     | 55.6  | 1     | 22.2 | 1 | 16.7 | 1 | 7.2          |
|          |          | 1 | 5.9   | 1     | 13.5  | 1     | 5.3  | 1 | 3.6  | 1 |              |
|          |          | 1 | .4    | 1     | 4.0   | 1     | 1.6  | 1 | 1.2  | 1 |              |
| 62-68    | 7.00     | 1 | 0     | 1     | 1     | 1     | 5    | 1 | 7    | 1 | 13           |
|          |          | 1 | 0.0   | 1     | 7.7   | 1     | 38.5 | 1 | 53.8 | 1 | 5.2          |
|          |          | 1 | 0.0   | 1     | 1.4   | 1     | 6.6  | 1 | 8.4  | 1 |              |
|          |          | 1 | 0.0   | 1     | .4    | 1     | 2.0  | 1 | 2.3  | 1 |              |
| 69-75    | 8.00     | 1 | 1     | 1     | 2     | 1     | 12   | 1 | 9    | 1 | 24           |
|          |          | 1 | 4.2   | 1     | 8.3   | 1     | 50.0 | 1 | 37.5 | 1 | 9.6          |
|          |          | 1 | 5.9   | 1     | 2.7   | 1     | 15.6 | 1 | 10.8 | 1 |              |
|          |          | 1 | .4    | 1     | .8    | 1     | 4.6  | 1 | 3.6  | 1 |              |
| 76-82    | 9.00     | 1 | 1     | 1     | 6     | 1     | 12   | 1 | 16   | 1 | 35           |
|          |          | 1 | 2.9   | 1     | 17.1  | 1     | 34.3 | 1 | 45.7 | 1 | 14.0         |
|          |          | 1 | 5.9   | 1     | 6.1   | 1     | 15.6 | 1 | 19.3 | 1 |              |
|          |          | 1 | .4    | 1     | 2.4   | 1     | 4.6  | 1 | 6.4  | 1 |              |
| 83-89    | 10.00    | 1 | 0     | 1     | 1     | 1     | 6    | 1 | 27   | 1 | 34           |
|          |          | 1 | 0.0   | 1     | 2.9   | 1     | 17.6 | 1 | 79.4 | 1 | 13.6         |
|          |          | 1 | 0.0   | 1     | 1.4   | 1     | 7.9  | 1 | 32.5 | 1 |              |
|          |          | 1 | 0.0   | 1     | .4    | 1     | 2.4  | 1 | 10.8 | 1 |              |
| 90-96    | 11.00    | 1 | 0     | 1     | 0     | 1     | 1    | 1 | 10   | 1 | 11           |
|          |          | 1 | 0.0   | 1     | 0.0   | 1     | 9.1  | 1 | 90.9 | 1 | 4.4          |
|          |          | 1 | 0.0   | 1     | 0.0   | 1     | 1.3  | 1 | 12.0 | 1 |              |
|          |          | 1 | 0.0   | 1     | 0.0   | 1     | .4   | 1 | 4.0  | 1 |              |
| COLUMNS  |          |   | 17    |       | 74    |       | 76   |   | 83   |   | 250          |
| TOTAL    |          |   | 6.8   |       | 29.8  |       | 30.4 |   | 33.2 |   | 100.0        |

TABLE G59 BUSINESS PERFORMANCE (PERFORMS) BY PHYSICAL CONDITION  
(PHYSICAL) (HYPOTHESIS 59)

|          |       | PHYSICAL |       |       |       |       |       |
|----------|-------|----------|-------|-------|-------|-------|-------|
| COUNT    |       | 1        |       |       |       |       |       |
| ROW PCT  |       | 1        |       |       |       |       |       |
| COL PCT  |       | 1        |       |       |       |       |       |
| T T PCT  |       | 1        | 0.001 | 4.001 | 5.001 | 4.001 |       |
| PERFORMS |       | 1        | 1     | 1     | 1     | 1     |       |
| 1-6      | 1.00  | 1        | 2     | 1     | 5     | 0     |       |
|          |       | 1        | 25.0  | 12.5  | 62.5  | 0.0   | 3.2   |
|          |       | 1        | 11.8  | 1.4   | 5.6   | 0.0   |       |
|          |       | 1        | .8    | .4    | 2.0   | 0.0   |       |
| 7-12     | 2.00  | 1        | 5     | 12    | 12    | 0     | 39    |
|          |       | 1        | 12.8  | 56.4  | 70.8  | 0.0   | 15.6  |
|          |       | 1        | 27.4  | 29.7  | 15.8  | 0.0   |       |
|          |       | 1        | 2.0   | 8.4   | 4.8   | 0.0   |       |
| 13-18    | 3.00  | 1        | 2     | 18    | 7     | 2     | 29    |
|          |       | 1        | 6.9   | 62.1  | 24.1  | 6.9   | 11.6  |
|          |       | 1        | 11.8  | 24.3  | 9.2   | 2.4   |       |
|          |       | 1        | .8    | 7.2   | 2.8   | .8    |       |
| 19-24    | 4.00  | 1        | 2     | 6     | 6     | 3     | 17    |
|          |       | 1        | 11.9  | 35.3  | 35.3  | 17.6  | 6.8   |
|          |       | 1        | 11.9  | 8.1   | 7.9   | 3.6   |       |
|          |       | 1        | .5    | 2.4   | 2.4   | 1.2   |       |
| 25-30    | 5.00  | 1        | 0     | 3     | 2     | 4     | 9     |
|          |       | 1        | 0.0   | 33.3  | 22.2  | 44.4  | 3.6   |
|          |       | 1        | 0.0   | 4.1   | 2.6   | 4.8   |       |
|          |       | 1        | 0.0   | 1.2   | .8    | 1.6   |       |
| 31-36    | 6.00  | 1        | 1     | 3     | 3     | 2     | 9     |
|          |       | 1        | 11.1  | 23.3  | 23.3  | 22.2  | 3.6   |
|          |       | 1        | 5.4   | 4.1   | 3.4   | 2.4   |       |
|          |       | 1        | .4    | 1.2   | 1.2   | .8    |       |
| 37-42    | 7.00  | 1        | 2     | 11    | 15    | 4     | 32    |
|          |       | 1        | 6.3   | 34.4  | 44.9  | 12.5  | 12.8  |
|          |       | 1        | 11.4  | 14.9  | 17.7  | 4.8   |       |
|          |       | 1        | .8    | 4.4   | 5.0   | 1.6   |       |
| 43-48    | 8.00  | 1        | 3     | 8     | 10    | 13    | 34    |
|          |       | 1        | 8.8   | 25.5  | 29.4  | 38.2  | 15.6  |
|          |       | 1        | 17.6  | 10.8  | 13.2  | 15.7  |       |
|          |       | 1        | 1.2   | 3.2   | 4.0   | 5.2   |       |
| 49-54    | 9.00  | 1        | 0     | 2     | 14    | 33    | 49    |
|          |       | 1        | 0.0   | 4.1   | 28.6  | 67.3  | 19.6  |
|          |       | 1        | 0.0   | 2.7   | 10.4  | 39.8  |       |
|          |       | 1        | 0.0   | .8    | 5.6   | 13.2  |       |
| 55-60    | 10.00 | 1        | 0     | 0     | 2     | 22    | 24    |
|          |       | 1        | 0.0   | 0.0   | 8.3   | 91.7  | 4.6   |
|          |       | 1        | 0.0   | 0.0   | 2.6   | 26.5  |       |
|          |       | 1        | 0.0   | 0.0   | .8    | 8.8   |       |
| COLUMBIA |       |          | 17    | 74    | 76    | 83    | 250   |
| TOTAL    |       |          | 6.8   | 29.6  | 30.4  | 33.2  | 100.0 |

TABLE G60 AFFECTIVE REACTION (REACTION) BY SEX (SEX)  
(HYPOTHESIS 60)

| REACTION        | SEX     |       |      |        | ROW<br>TOTAL |
|-----------------|---------|-------|------|--------|--------------|
|                 | (COUNT  | MALE  |      | FEMALE |              |
|                 | ROW PCT | 1.000 |      | 2.000  |              |
|                 | COL PCT |       |      |        |              |
|                 | TOT PCT |       |      |        |              |
| 20-26           | 1.00    | 1     | 2    | 1      | 3            |
|                 |         | 1     | 66.7 | 1      | 33.3         |
|                 |         | 1     | 1.0  | 1      | 2.0          |
|                 |         | 1     | .8   | 1      | .4           |
| 27-33           | 2.00    | 1     | 17   | 1      | 8            |
|                 |         | 1     | 68.0 | 1      | 32.0         |
|                 |         | 1     | 9.5  | 1      | 17.6         |
|                 |         | 1     | 6.8  | 1      | 3.2          |
| 34-40           | 3.00    | 1     | 36   | 1      | 6            |
|                 |         | 1     | 85.7 | 1      | 14.3         |
|                 |         | 1     | 17.6 | 1      | 13.3         |
|                 |         | 1     | 14.4 | 1      | 2.4          |
| 41-47           | 4.00    | 1     | 23   | 1      | 4            |
|                 |         | 1     | 85.2 | 1      | 14.8         |
|                 |         | 1     | 11.2 | 1      | 5.9          |
|                 |         | 1     | 9.2  | 1      | 1.6          |
| 48-54           | 5.00    | 1     | 15   | 1      | 3            |
|                 |         | 1     | 63.3 | 1      | 16.7         |
|                 |         | 1     | 7.3  | 1      | 6.7          |
|                 |         | 1     | 6.0  | 1      | 1.2          |
| 55-61           | 6.00    | 1     | 15   | 1      | 3            |
|                 |         | 1     | 83.3 | 1      | 16.7         |
|                 |         | 1     | 7.3  | 1      | 6.7          |
|                 |         | 1     | 6.0  | 1      | 1.2          |
| 62-68           | 7.00    | 1     | 11   | 1      | 2            |
|                 |         | 1     | 84.6 | 1      | 15.4         |
|                 |         | 1     | 5.4  | 1      | 4.4          |
|                 |         | 1     | 4.4  | 1      | .8           |
| 69-75           | 8.00    | 1     | 20   | 1      | 4            |
|                 |         | 1     | 83.3 | 1      | 16.7         |
|                 |         | 1     | 9.8  | 1      | 6.9          |
|                 |         | 1     | 8.0  | 1      | 1.6          |
| 76-82           | 9.00    | 1     | 30   | 1      | 5            |
|                 |         | 1     | 85.7 | 1      | 14.3         |
|                 |         | 1     | 14.6 | 1      | 11.1         |
|                 |         | 1     | 12.0 | 1      | 2.0          |
| 83-89           | 10.00   | 1     | 27   | 1      | 7            |
|                 |         | 1     | 79.4 | 1      | 20.6         |
|                 |         | 1     | 13.2 | 1      | 13.6         |
|                 |         | 1     | 10.8 | 1      | 2.8          |
| 90-96           | 11.00   | 1     | 9    | 1      | 2            |
|                 |         | 1     | 81.8 | 1      | 18.2         |
|                 |         | 1     | 4.4  | 1      | 4.4          |
|                 |         | 1     | 3.6  | 1      | .8           |
| COLUMN<br>TOTAL |         | 205   | 82.0 | 45     | 16.0         |
|                 |         |       |      |        | 100.0        |

TABLE G61 BUSINESS PERFORMANCE (PERFORMS) BY SEX (SEX)  
(HYPOTHESIS 61)

| PERFORMS | COUNT   |         | SEX  |        | ROW<br>TOTAL |
|----------|---------|---------|------|--------|--------------|
|          | ROW PCT | COL PCT | MALE | FEMALE |              |
|          | ROW PCT | COL PCT | MALE | FEMALE |              |
|          | ROW PCT | COL PCT | MALE | FEMALE |              |
|          | 1.00    | 1.00    | 1.00 | 2.00   |              |
| 1-6      | 1.00    | 1.00    | 6    | 2      | 8            |
|          |         |         | 75.0 | 25.0   | 3.2          |
|          |         |         | 2.9  | 4.4    |              |
|          |         |         | 2.4  | .8     |              |
| 7-12     | 2.00    | 1.00    | 31   | 8      | 39           |
|          |         |         | 79.5 | 20.5   | 15.6         |
|          |         |         | 15.1 | 17.8   |              |
|          |         |         | 12.4 | 3.2    |              |
| 13-18    | 3.00    | 1.00    | 25   | 4      | 29           |
|          |         |         | 86.2 | 13.8   | 11.6         |
|          |         |         | 12.2 | 8.9    |              |
|          |         |         | 10.0 | 1.6    |              |
| 19-24    | 4.00    | 1.00    | 14   | 3      | 17           |
|          |         |         | 82.4 | 17.6   | 6.8          |
|          |         |         | 4.8  | 6.7    |              |
|          |         |         | 5.6  | 1.2    |              |
| 25-30    | 5.00    | 1.00    | 7    | 2      | 9            |
|          |         |         | 77.8 | 22.2   | 3.6          |
|          |         |         | 3.4  | 4.4    |              |
|          |         |         | 2.8  | .8     |              |
| 31-36    | 6.00    | 1.00    | 6    | 3      | 9            |
|          |         |         | 66.7 | 33.3   | 3.6          |
|          |         |         | 2.9  | 6.7    |              |
|          |         |         | 2.4  | 1.2    |              |
| 37-42    | 7.00    | 1.00    | 26   | 6      | 32           |
|          |         |         | 81.3 | 18.8   | 12.8         |
|          |         |         | 12.7 | 13.3   |              |
|          |         |         | 10.4 | 2.4    |              |
| 43-48    | 8.00    | 1.00    | 30   | 4      | 34           |
|          |         |         | 88.2 | 11.8   | 13.6         |
|          |         |         | 14.6 | 8.9    |              |
|          |         |         | 12.0 | 1.6    |              |
| 49-54    | 9.00    | 1.00    | 37   | 12     | 49           |
|          |         |         | 75.5 | 24.5   | 19.6         |
|          |         |         | 10.0 | 26.7   |              |
|          |         |         | 14.8 | 4.8    |              |
| 55-60    | 10.00   | 1.00    | 23   | 1      | 24           |
|          |         |         | 95.6 | 4.4    | 9.6          |
|          |         |         | 11.2 | 2.2    |              |
|          |         |         | 3.2  | .4     |              |
| COLUMNS  |         |         | 255  | 45     | 300          |
| TOTAL    |         |         | 82.0 | 18.0   | 100.0        |

TABLE G62 AFFECTIVE REACTION (REACTION) BY RELIGIOUS  
AFFILIATION (RELIGION) (HYPOTHESIS 62)

| REACTION | RELIGION |            |        |          |       |       |      |   |       |    | ROW<br>TOTAL |
|----------|----------|------------|--------|----------|-------|-------|------|---|-------|----|--------------|
|          | COUNT    | I          |        |          |       |       |      |   |       |    |              |
|          | ROW PCI  | PROTESTANT | JEWISH | CATHOLIC | OTHER |       |      |   |       |    |              |
|          | COL PCI  | INT        |        |          |       |       |      |   |       |    |              |
|          | TOT PCI  | 1          | 1.00I  | 2.00I    | 3.00I | 4.00I |      |   |       |    |              |
| 26-26    | 1.00     | 1          | 2      | 1        | 0     | 1     | 0    | 1 | 1     | 3  |              |
|          |          | 1          | 66.7   | 1        | 0.0   | 1     | 0.0  | 1 | 33.3  | 1  | 1.2          |
|          |          | 1          | 1.6    | 1        | 0.0   | 1     | 0.0  | 1 | 3.7   | 1  |              |
|          |          | 1          | .8     | 1        | 0.0   | 1     | 0.0  | 1 | .4    | 1  |              |
| 27-33    | 2.00     | 1          | 8      | 1        | 3     | 1     | 10   | 1 | 4     | 25 |              |
|          |          | 1          | 32.0   | 1        | 12.0  | 1     | 40.0 | 1 | 16.0  | 1  | 10.0         |
|          |          | 1          | 6.5    | 1        | 23.1  | 1     | 11.5 | 1 | 14.6  | 1  |              |
|          |          | 1          | 3.2    | 1        | 1.2   | 1     | 4.0  | 1 | 1.6   | 1  |              |
| 34-40    | 3.00     | 1          | 11     | 1        | 3     | 1     | 19   | 1 | 9     | 42 |              |
|          |          | 1          | 26.2   | 1        | 7.1   | 1     | 45.2 | 1 | 21.4  | 1  | 16.8         |
|          |          | 1          | 8.9    | 1        | 23.1  | 1     | 21.6 | 1 | 33.3  | 1  |              |
|          |          | 1          | 4.4    | 1        | 1.2   | 1     | 7.6  | 1 | 3.6   | 1  |              |
| 41-47    | 4.00     | 1          | 9      | 1        | 1     | 1     | 11   | 1 | 6     | 27 |              |
|          |          | 1          | 33.3   | 1        | 3.7   | 1     | 40.7 | 1 | 22.2  | 1  | 10.8         |
|          |          | 1          | 7.3    | 1        | 7.7   | 1     | 12.6 | 1 | 22.2  | 1  |              |
|          |          | 1          | 3.6    | 1        | .4    | 1     | 4.4  | 1 | 2.4   | 1  |              |
| 48-54    | 5.00     | 1          | 4      | 1        | 1     | 1     | 10   | 1 | 3     | 18 |              |
|          |          | 1          | 22.2   | 1        | 5.6   | 1     | 55.6 | 1 | 16.7  | 1  | 7.2          |
|          |          | 1          | 3.3    | 1        | 7.7   | 1     | 11.5 | 1 | 11.1  | 1  |              |
|          |          | 1          | 1.6    | 1        | .4    | 1     | 4.0  | 1 | 1.2   | 1  |              |
| 55-61    | 6.00     | 1          | 10     | 1        | 0     | 1     | 7    | 1 | 1     | 18 |              |
|          |          | 1          | 55.6   | 1        | 0.0   | 1     | 38.9 | 1 | 5.6   | 1  | 7.2          |
|          |          | 1          | 8.1    | 1        | 0.0   | 1     | 8.0  | 1 | 3.7   | 1  |              |
|          |          | 1          | 4.0    | 1        | 0.0   | 1     | 2.0  | 1 | .4    | 1  |              |
| 62-68    | 7.00     | 1          | 6      | 1        | 0     | 1     | 6    | 1 | 1     | 13 |              |
|          |          | 1          | 46.2   | 1        | 0.0   | 1     | 46.2 | 1 | 7.7   | 1  | 5.2          |
|          |          | 1          | 4.9    | 1        | 0.0   | 1     | 6.9  | 1 | 3.7   | 1  |              |
|          |          | 1          | 2.4    | 1        | 0.0   | 1     | 2.4  | 1 | .4    | 1  |              |
| 69-75    | 8.00     | 1          | 18     | 1        | 1     | 1     | 4    | 1 | 1     | 24 |              |
|          |          | 1          | 75.0   | 1        | 4.2   | 1     | 16.7 | 1 | 4.2   | 1  | 9.6          |
|          |          | 1          | 14.6   | 1        | 7.7   | 1     | 4.6  | 1 | 3.7   | 1  |              |
|          |          | 1          | 7.2    | 1        | .4    | 1     | 1.6  | 1 | .4    | 1  |              |
| 76-82    | 9.00     | 1          | 17     | 1        | 2     | 1     | 15   | 1 | 1     | 35 |              |
|          |          | 1          | 48.6   | 1        | 5.7   | 1     | 42.9 | 1 | 2.9   | 1  | 14.0         |
|          |          | 1          | 13.8   | 1        | 13.4  | 1     | 17.2 | 1 | 3.7   | 1  |              |
|          |          | 1          | 6.8    | 1        | .8    | 1     | 6.0  | 1 | .4    | 1  |              |
| 83-89    | 10.00    | 1          | 29     | 1        | 2     | 1     | 3    | 1 | 0     | 34 |              |
|          |          | 1          | 83.3   | 1        | 5.9   | 1     | 8.6  | 1 | 0.0   | 1  | 13.6         |
|          |          | 1          | 23.6   | 1        | 13.4  | 1     | 3.4  | 1 | 0.0   | 1  |              |
|          |          | 1          | 11.6   | 1        | .8    | 1     | 1.2  | 1 | 0.0   | 1  |              |
| 90-96    | 11.00    | 1          | 9      | 1        | 0     | 1     | 2    | 1 | 0     | 11 |              |
|          |          | 1          | 81.8   | 1        | 0.0   | 1     | 18.2 | 1 | 0.0   | 1  | 4.4          |
|          |          | 1          | 7.3    | 1        | 0.0   | 1     | 2.3  | 1 | 0.0   | 1  |              |
|          |          | 1          | 3.6    | 1        | 0.0   | 1     | .6   | 1 | 0.0   | 1  |              |
| COLUMNS  |          |            | 123    | 13       | 87    | 27    |      |   | 250   |    |              |
| TOTAL    |          |            | 49.2   | 5.2      | 34.8  | 10.8  |      |   | 100.0 |    |              |

TABLE G63a RELIGIOUS AFFILIATION (RELIGION) BY AGGRESSIVE  
INTERPERSONAL ORIENTATION (IRTAGGRE)  
(HYPOTHESIS 63)

| IRTAGGRE     |        |       |       |       |       |       |       |       |       |      |       |
|--------------|--------|-------|-------|-------|-------|-------|-------|-------|-------|------|-------|
| COUNT        | 116-20 | 21-25 | 26-30 | 31-35 | 36-40 | 41-45 | 46-50 | 51-55 | 56-60 | 304  | TOTAL |
| ROW PCT      | 116-20 | 21-25 | 26-30 | 31-35 | 36-40 | 41-45 | 46-50 | 51-55 | 56-60 |      |       |
| TOT PCT      | 116-20 | 21-25 | 26-30 | 31-35 | 36-40 | 41-45 | 46-50 | 51-55 | 56-60 |      |       |
| PROTESTANT   | 1.00   | 2     | 6     | 19    | 11    | 11    | 13    | 31    | 23    | 7    | 121   |
|              |        | 1.6   | 4.9   | 15.4  | 8.9   | 8.9   | 10.6  | 25.2  | 18.7  | 5.7  | 49.5  |
|              |        | 18.2  | 35.3  | 42.2  | 26.9  | 34.4  | 59.1  | 72.1  | 71.9  | 70.0 |       |
|              |        | .8    | 2.4   | 7.6   | 4.4   | 4.4   | 5.2   | 12.4  | 9.2   | 2.6  |       |
| JEWISH       | 2.00   | 0     | 0     | 4     | 1     | 2     | 1     | 2     | 3     | 0    | 14    |
|              |        | 0.0   | 0.0   | 30.6  | 7.7   | 15.4  | 7.7   | 15.4  | 23.1  | 0.0  | 5.9   |
|              |        | 0.0   | 0.0   | 8.9   | 2.6   | 6.5   | 4.5   | 4.7   | 9.4   | 0.0  |       |
|              |        | 0.0   | 0.0   | 1.6   | .4    | .8    | .4    | .8    | 1.2   | 0.0  |       |
| CATHOLIC     | 3.00   | 6     | 10    | 10    | 14    | 16    | 8     | 6     | 6     | 3    | 57    |
|              |        | 6.9   | 11.5  | 18.4  | 16.1  | 18.4  | 9.2   | 9.2   | 6.9   | 3.4  | 48.8  |
|              |        | 54.5  | 58.8  | 35.6  | 36.6  | 50.0  | 36.4  | 18.6  | 18.8  | 39.0 |       |
|              |        | 2.4   | 4.0   | 6.4   | 5.6   | 6.4   | 3.2   | 3.2   | 2.4   | 1.2  |       |
| OTHER        | 4.00   | 3     | 1     | 6     | 12    | 3     | 0     | 2     | 0     | 0    | 27    |
|              |        | 11.1  | 3.7   | 22.2  | 44.4  | 11.1  | 0.0   | 7.4   | 0.0   | 0.0  | 18.8  |
|              |        | 27.3  | 5.9   | 13.3  | 31.6  | 9.4   | 0.0   | 4.7   | 0.0   | 0.0  |       |
|              |        | 1.2   | .4    | 2.4   | 4.8   | 1.2   | 0.0   | .8    | 0.0   | 0.0  |       |
| COLUMN TOTAL |        | 11    | 17    | 45    | 36    | 32    | 22    | 43    | 52    | 10   | 250   |
|              |        | 6.4   | 6.8   | 18.0  | 15.2  | 12.6  | 6.6   | 17.2  | 12.6  | 4.0  | 100.0 |

TABLE G63b RELIGIOUS AFFILIATION (RELIGION) BY DETACHED  
INTERPERSONAL ORIENTATION (IRTDDETAC)  
(HYPOTHESIS 63)

| IRTDDETAC  |        |       |       |       |       |       |       |       |       |       |      |
|------------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|
| COUNT      | 116-20 | 21-25 | 26-30 | 31-35 | 36-40 | 41-45 | 46-50 | 51-55 | NOA   | TOTAL |      |
| ROW        | PC1    | 2.001 | 3.001 | 4.001 | 5.001 | 6.001 | 7.001 | 8.001 | 9.001 |       |      |
| COL        | PC1    | 1     | 4     | 12    | 22    | 37    | 19    | 23    | 5     |       |      |
| TOT        | PC1    | 1     | 100.0 | 36.7  | 54.4  | 56.1  | 50.0  | 63.9  | 71.4  |       |      |
| RELIGION   | 1.00   | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     |       |      |
| PROTESTANT | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 123   | 49.2 |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1    |
|            | 1      | 1     | 1     | 1     | 1     |       |       |       |       |       |      |

TABLE G63c RELIGIOUS AFFILIATION (RELIGION) BY INNER-DIRECTED  
ROLE PERCEPTION (IODINNER) (HYPOTHESIS 63)

| IODINNER     |        |       |       |       |       |       |           |      |
|--------------|--------|-------|-------|-------|-------|-------|-----------|------|
| COUNT        | 117-20 | 21-24 | 25-28 | 29-32 | 33-36 | 37-40 | ROW TOTAL |      |
| RELIGION     | 2.001  | 3.001 | 4.001 | 5.001 | 6.001 | 7.001 |           |      |
| PROTESTANT   | 1.00   | 6     | 16    | 19    | 36    | 37    | 5         | 123  |
|              | I      | 4.9   | I     | 15.4  | I     | 30.1  | I         | 49.2 |
|              | I      | 27.3  | I     | 51.7  | I     | 74.0  | I         |      |
|              | I      | 2.4   | I     | 7.6   | I     | 14.6  | I         |      |
| -I-          | -I-    | -I-   | -I-   | -I-   | -I-   | -I-   | -I-       | -I-  |
| JEWISH       | 2.00   | 1     | 3     | 3     | 2     | 2     | 2         | 13   |
|              | I      | 7.7   | I     | 23.1  | I     | 15.4  | I         | 5.2  |
|              | I      | 4.5   | I     | 5.6   | I     | 4.0   | I         |      |
|              | I      | .4    | I     | 1.2   | I     | .8    | I         |      |
| -I-          | -I-    | -I-   | -I-   | -I-   | -I-   | -I-   | -I-       | -I-  |
| CATHOLIC     | 3.00   | 11    | 25    | 24    | 15    | 10    | 2         | 47   |
|              | I      | 12.6  | I     | 27.6  | I     | 11.5  | I         | 34.5 |
|              | I      | 50.0  | I     | 40.0  | I     | 20.0  | I         |      |
|              | I      | 4.4   | I     | 9.6   | I     | 4.0   | I         |      |
| -I-          | -I-    | -I-   | -I-   | -I-   | -I-   | -I-   | -I-       | -I-  |
| OTHER        | 4.00   | 4     | 7     | 14    | 6     | 1     | 1         | 27   |
|              | I      | 14.6  | I     | 51.9  | I     | 3.7   | I         | 10.8 |
|              | I      | 18.2  | I     | 23.3  | I     | 2.0   | I         |      |
|              | I      | 1.6   | I     | 5.6   | I     | .4    | I         |      |
| -I-          | -I-    | -I-   | -I-   | -I-   | -I-   | -I-   | -I-       | -I-  |
| COLUMN TOTAL | 22     | 55    | 60    | 55    | 50    | 10    | 250       |      |
|              | 8.6    | 21.2  | 24.0  | 22.0  | 20.0  | 4.0   | 100.0     |      |

TABLE G64 BUSINESS PERFORMANCE (PERFORMS) BY RELIGIOUS AFFILIATION (RELIGION) (HYPOTHESIS 64)

|                |         | RELIGION   |        |          |       | ROW   |
|----------------|---------|------------|--------|----------|-------|-------|
|                | COUNT   | PROTESTANT | JEWISH | CATHOLIC | OTHER | TOTAL |
| PERFORMS       | ROW PCT | COL PCT    | INT    |          |       |       |
|                | 1ST PCT | 1          | 1.000  | 2.000    | 3.000 | 4.000 |
| 1-6            | 1.00    | 1          | 2      | 0        | 4     | 2     |
|                |         | 1          | 25.0   | 0.0      | 50.0  | 25.0  |
|                |         | 1          | 1.6    | 0.0      | 4.6   | 7.4   |
|                |         | 1          | .8     | 0.0      | 1.6   | .6    |
| 7-12           | 2.00    | 1          | 8      | 3        | 20    | 8     |
|                |         | 1          | 20.5   | 7.7      | 51.3  | 20.5  |
|                |         | 1          | 6.5    | 23.1     | 23.0  | 29.6  |
|                |         | 1          | 3.2    | 1.2      | 9.0   | 3.2   |
| 13-18          | 3.00    | 1          | 9      | 2        | 13    | 5     |
|                |         | 1          | 31.0   | 6.9      | 44.8  | 17.2  |
|                |         | 1          | 7.3    | 15.4     | 14.9  | 18.5  |
|                |         | 1          | 3.6    | .9       | 5.2   | 2.0   |
| 19-24          | 4.00    | 1          | 7      | 2        | 4     | 4     |
|                |         | 1          | 41.2   | 11.6     | 23.5  | 23.5  |
|                |         | 1          | 5.7    | 15.4     | 4.6   | 14.8  |
|                |         | 1          | 2.8    | .8       | 1.6   | 1.6   |
| 25-30          | 5.00    | 1          | 4      | 1        | 3     | 2     |
|                |         | 1          | 44.4   | 0.0      | 33.3  | 22.2  |
|                |         | 1          | 3.3    | 0.0      | 3.4   | 7.4   |
|                |         | 1          | 1.6    | 0.0      | 1.2   | .8    |
| 31-36          | 6.00    | 1          | 5      | 0        | 4     | 0     |
|                |         | 1          | 55.6   | 0.0      | 44.4  | 0.0   |
|                |         | 1          | 4.1    | 0.0      | 4.6   | 0.0   |
|                |         | 1          | 2.0    | 0.0      | 1.6   | 0.0   |
| 37-42          | 7.00    | 1          | 15     | 1        | 12    | 4     |
|                |         | 1          | 46.9   | 3.1      | 37.5  | 12.5  |
|                |         | 1          | 12.2   | 7.7      | 13.8  | 14.8  |
|                |         | 1          | 6.0    | .4       | 4.4   | 1.6   |
| 43-48          | 8.00    | 1          | 21     | 1        | 11    | 1     |
|                |         | 1          | 61.8   | 2.9      | 32.4  | 2.9   |
|                |         | 1          | 17.1   | 7.7      | 12.6  | 3.7   |
|                |         | 1          | 6.4    | .4       | 4.4   | .4    |
| 49-54          | 9.00    | 1          | 32     | 3        | 14    | 0     |
|                |         | 1          | 65.3   | 6.1      | 28.6  | 0.0   |
|                |         | 1          | 24.0   | 23.1     | 16.1  | 0.0   |
|                |         | 1          | 12.8   | 1.2      | 5.6   | 0.0   |
| 55-60          | 10.00   | 1          | 20     | 1        | 2     | 1     |
|                |         | 1          | 83.3   | 4.2      | 8.3   | 4.2   |
|                |         | 1          | 16.3   | 7.7      | 2.1   | 3.7   |
|                |         | 1          | 8.0    | .4       | .6    | .4    |
| C. L. M. TOTAL |         |            | 144    | 13       | 67    | 27    |
| TOTAL          |         |            | 49.2   | 5.2      | 24.0  | 1.8   |

of success group only  
improvement with performs  
near above 48%

52/104  
50%

4/2  
50%

16/50  
32%

n=124

## APPENDIX H

SCATTERGRAMS: RELATING TO ALL HYPOTHESES  
(INCLUDING SUPPORT STATISTICS)

## Page

1. Primary Propositions and Hypotheses  
(Hypothesis 1 to 11 = Figures H1 to  
H11 inclusive) 643
2. Secondary Hypotheses (Hypotheses 12  
to 64 = Figures H12 to H64 inclusive) 657

FIGURE H1 BUSINESS PERFORMANCE (PERFORMAS) BY AFFECTIVE REACTION (REACTION) (HYPOTHESIS 1)

STATISTICS...

|                   |         |                   |           |                  |         |
|-------------------|---------|-------------------|-----------|------------------|---------|
| CORRELATION (R) = | .89929  | R SQUARED =       | .80863    | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 7.69249 | INTERCEPT (A) =   | -11.11227 | STD ERROR OF A = | 1.47505 |
| SIGNIFICANCE A =  | .00001  | SLOPE (B) =       | .76068    | STD ERROR OF B = | .02354  |
| SIGNIFICANCE B =  | .00001  |                   |           |                  |         |
| PLOTTED VALUES =  | 880     | EXCLUDED VALUES = | 0         | MISSING VALUES = | 0       |

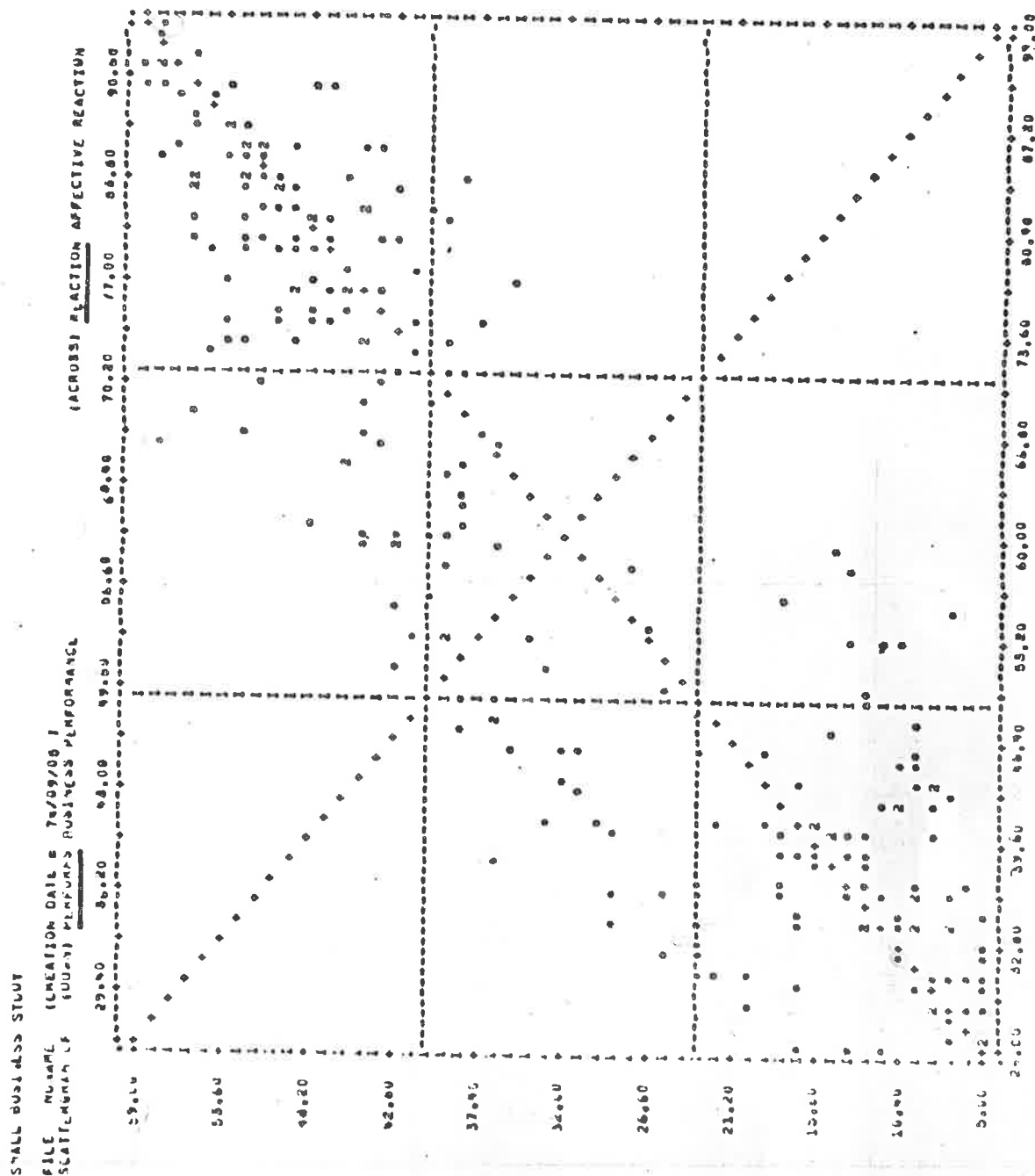


FIGURE H2 AFFECTIVE REACTION (REACTION) BY ACHIEVEMENT  
MOTIVATION (ACHMOTIV) (HYPOTHESIS 2)

## STATISTICS..

|                   |          |                   |         |                  |         |
|-------------------|----------|-------------------|---------|------------------|---------|
| CORRELATION (R) - | .64190   | R SQUARED -       | .70000  | SIGNIFICANCE R - | .00001  |
| STD ERR OF EST -  | 11.21007 | INTERCEPT (A) -   | .25057  | STD ERROR OF A - | 2.70069 |
| SIGNIFICANCE A -  | .91030   | SLOPE (B) -       | 1.14570 | STD ERROR OF B - | .04622  |
| SIGNIFICANCE B -  | .00001   |                   |         |                  |         |
| PLOTTED VALUES -  | 850      | EXCLUDED VALUES - | 0       | MISSING VALUES - | 0       |

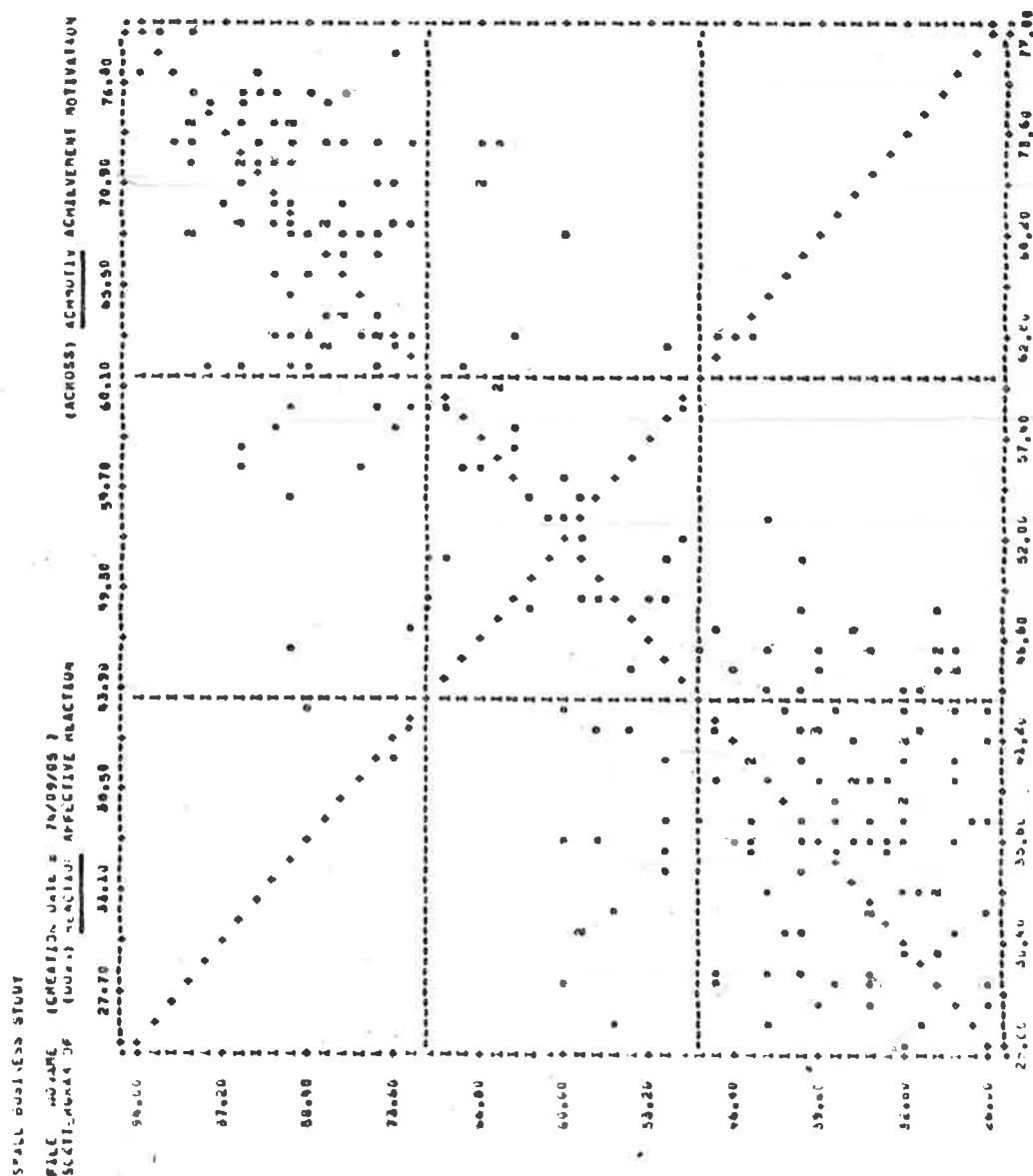


FIGURE H3a AFFECTIVE REACTION (REACTION) BY AGGRESSIVE  
INTERPERSONAL ORIENTATION (IRTAGGRE)  
(HYPOTHESIS 3(a))

## STATISTICS..

|                   |          |                   |   |                  |                  |         |
|-------------------|----------|-------------------|---|------------------|------------------|---------|
| CORRELATION (R) = | .77237   | R SQUARED         | = | .59665           | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 15.20480 | INTERCEPT (A) =   |   | 2.06620          | STD ERROR OF A = | 3.09883 |
| SIGNIFICANCE A =  | .00102   | SLOPE (B) =       |   | 1.09263          | STD ERROR OF B = | .07796  |
| SIGNIFICANCE B =  | .00001   |                   |   |                  |                  |         |
| PLOTTED VALUES =  | 250      | EXCLUDED VALUES = | 0 | MISSING VALUES = | 0                |         |

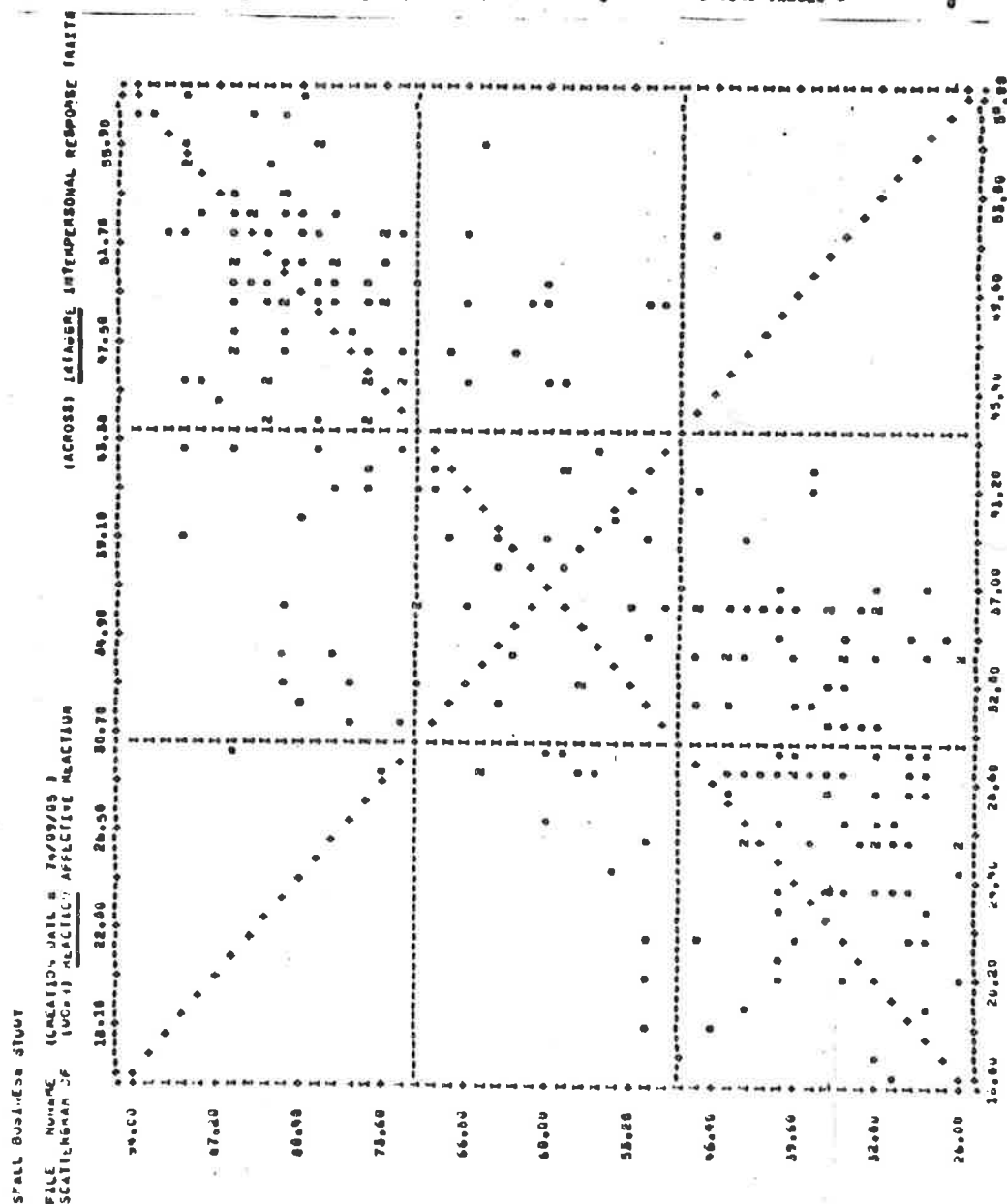


FIGURE H3b AFFECTIVE REACTION (REACTION) BY COMPLIANT INTERPERSONAL ORIENTATION (IRTCOMPL) (HYPOTHESIS 3(b))

STATISTICS...

|                   |          |                   |           |                  |         |
|-------------------|----------|-------------------|-----------|------------------|---------|
| CORRELATION (R) = | -.94987  | R SQUARED =       | .19760    | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 10.62111 | INTERCEPT (A) =   | 401.86506 | STD ERROR OF A = | 5.92526 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       | -2.17164  | STD ERROR OF B = | 1.4990  |
| SIGNIFICANCE B =  | .00001   |                   |           |                  |         |
| PLOTTED VALUES =  | 250      | EXCLUDED VALUES = | 0         | MISSING VALUES = | 0       |

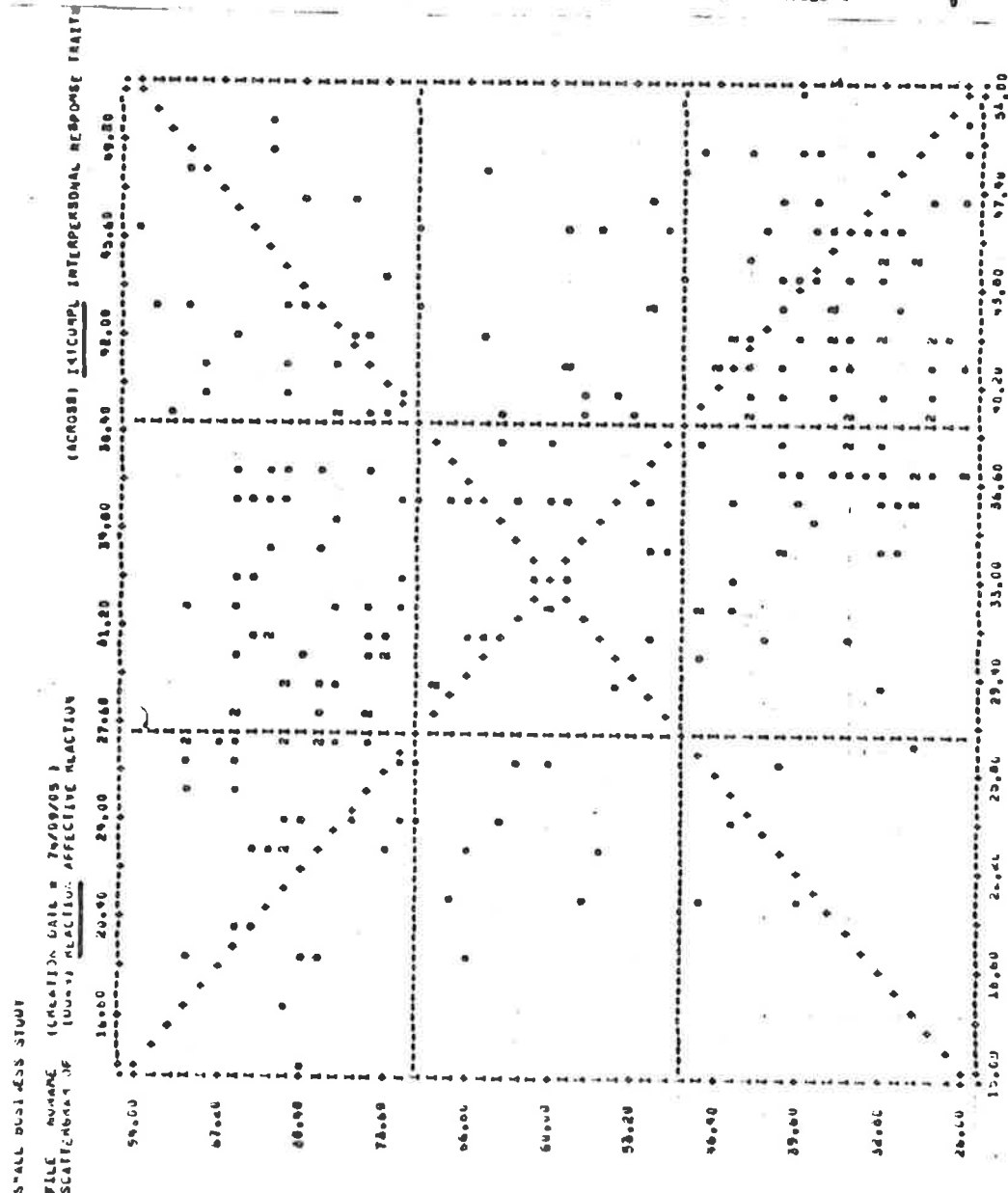


FIGURE H3c AFFECTIVE REACTION (REACTION) BY DETACHED INTERPERSONAL ORIENTATION (IRTDETAC) (HYPOTHESIS 3(c))

|                   |                  |                   |          |                  |         |
|-------------------|------------------|-------------------|----------|------------------|---------|
| STATISTICS..      |                  |                   |          |                  |         |
| CORRELATION (R) = | .55303 R SQUARED |                   | .30584   | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 17.82020         | INTERCEPT (A) =   | -1.38630 | STD ERROR OF A = | 5.70959 |
| SIGNIFICANCE A =  | .79589           | SLOPE (B) =       | 1.65325  | STD ERROR OF B = | .25628  |
| SIGNIFICANCE B =  | .00001           |                   |          |                  |         |
| PLOTTED VALUES =  | 290              | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

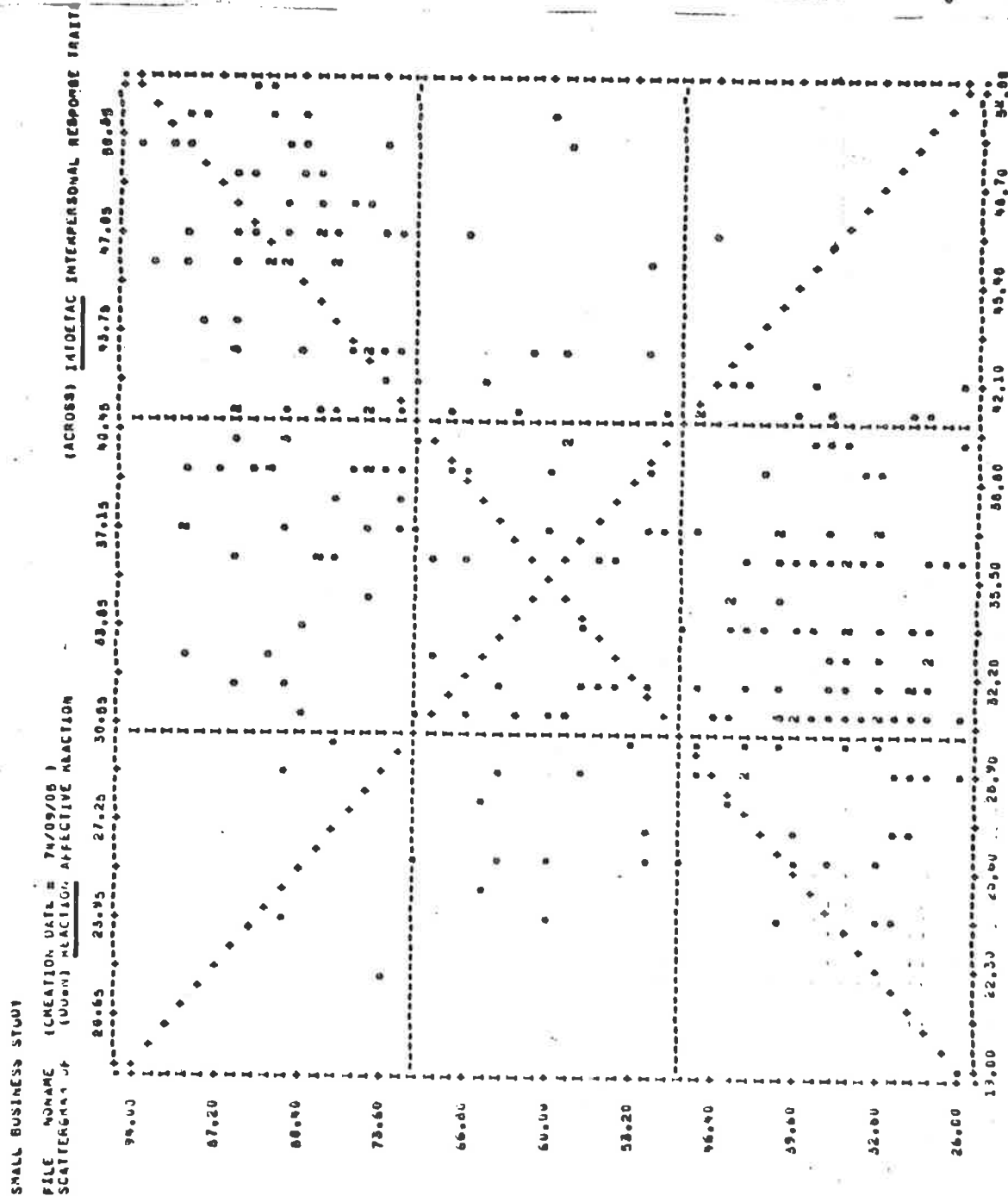


FIGURE H4a AFFECTIVE REACTION (REACTION) BY INNER-DIRECTED ROLE PERCEPTION (IODINNER) (HYPOTHESIS 4(a))

## STATISTICS..

|                   |          |                   |           |                  |         |
|-------------------|----------|-------------------|-----------|------------------|---------|
| CORRELATION (R) = | .67882   | R SQUARED =       | .46082    | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 10.27464 | INTERCEPT (A) =   | -12.50571 | STD ERROR OF A = | 5.79156 |
| SIGNIFICANCE A =  | .06850   | SLOPE (B) =       | 2.68980   | STD ERROR OF B = | .17901  |
| SIGNIFICANCE B =  | .00001   |                   |           |                  |         |
| PLOTTED VALUES =  | 250      | EXCLUDED VALUES = | 0         | MISSING VALUES = | 0       |

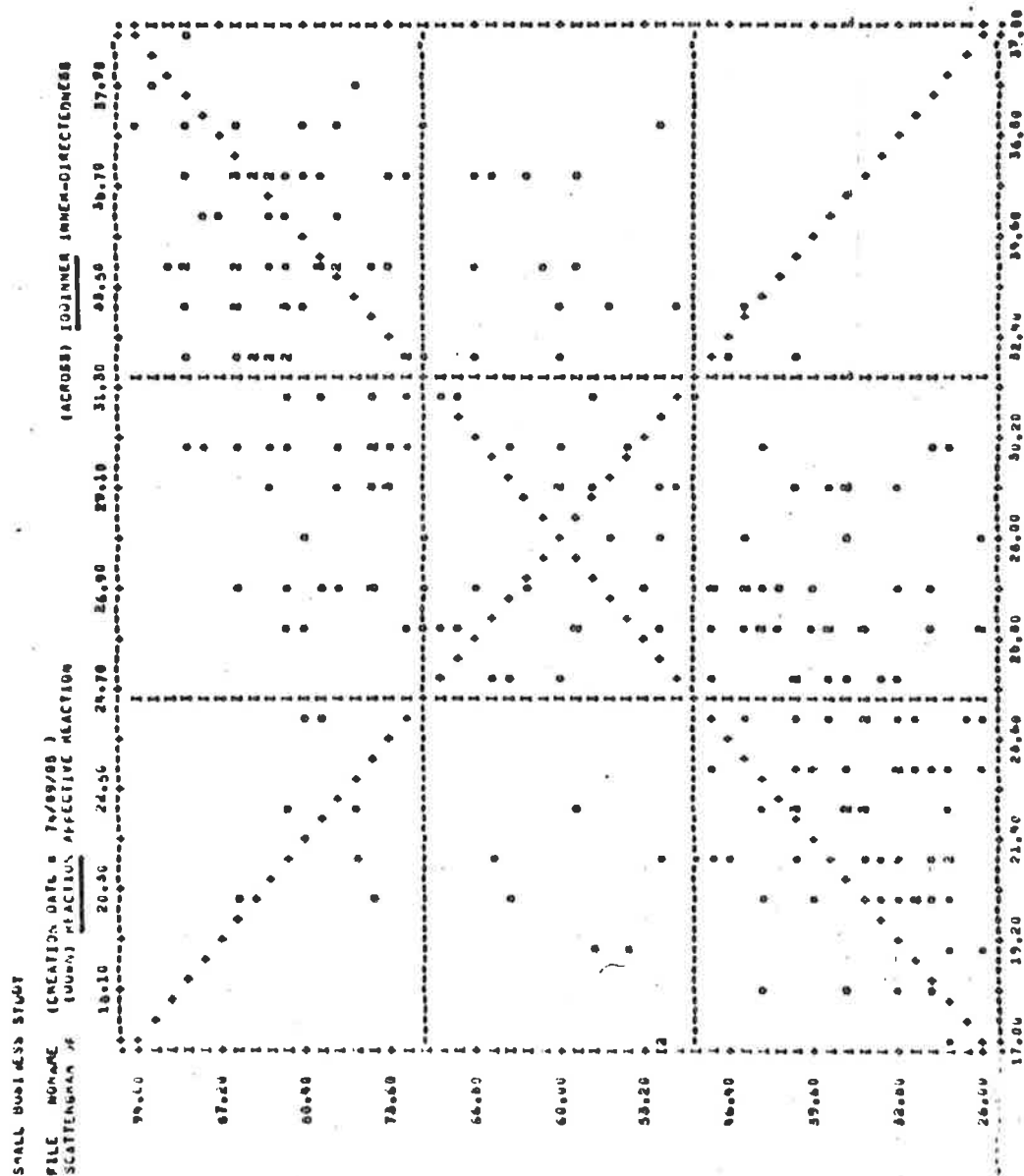


FIGURE H4b AFFECTIVE REACTION (REACTION) BY OTHER-DIRECTED ROLE PERCEPTION (IODOTHER) (HYPOTHESIS 4(b))

|                   |                |                   |           |                  |         |
|-------------------|----------------|-------------------|-----------|------------------|---------|
| STATISTICS..      |                |                   |           |                  |         |
| CORRELATION (R) - | <u>-.98867</u> | R SQUARED -       | .21456    | SIGNIFICANCE R - | .00001  |
| STD ERR OF EST -  | 10.9764        | INTERCEPT (A) -   | 517.92082 | STD ERROR OF A - | 7.45664 |
| SIGNIFICANCE A -  | .00001         | SLOPE (B) -       | -2.08329  | STD ERROR OF B - | .49618  |
| SIGNIFICANCE B -  | .00001         |                   |           |                  |         |
| PLOTTED VALUES -  | 259            | EXCLUDED VALUES - | 0         | MISSING VALUES - | 0       |

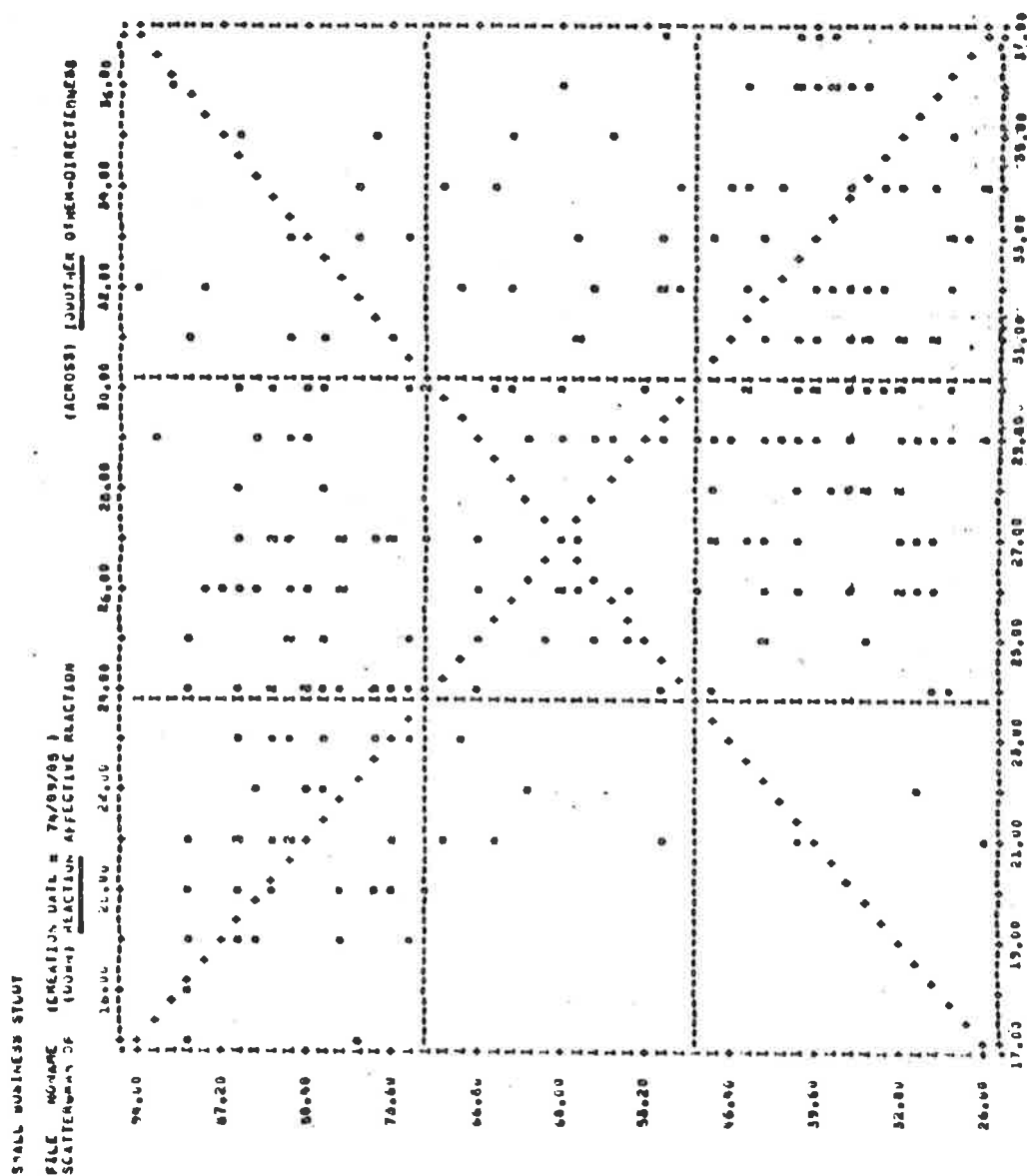


FIGURE H5 EXPRESSED ROLE SUCCESS MOTIVATION (MOTIVATE) BY TOTAL PRE-DECISION WORK EXPERIENCE (PREXPERE)  
(HYPOTHESIS 5)

## STATISTICS..

|                   |         |                   |         |                  |        |
|-------------------|---------|-------------------|---------|------------------|--------|
| CORRELATION (R) - | .44261  | R SQUARED -       | .19590  | SIGNIFICANCE R - | .00001 |
| STD ERR OF EST -  | 2.34210 | INTERCEPT (A) -   | 6.84544 | STD ERROR OF A - | .33009 |
| SIGNIFICANCE A -  | .00001  | SLOPE (B) -       | .13394  | STD ERROR OF B - | .02496 |
| SIGNIFICANCE B -  | .00001  |                   |         |                  |        |
| PLOTTED VALUES -  | 250     | EXCLUDED VALUES - | 0       | MISSING VALUES - | 0      |

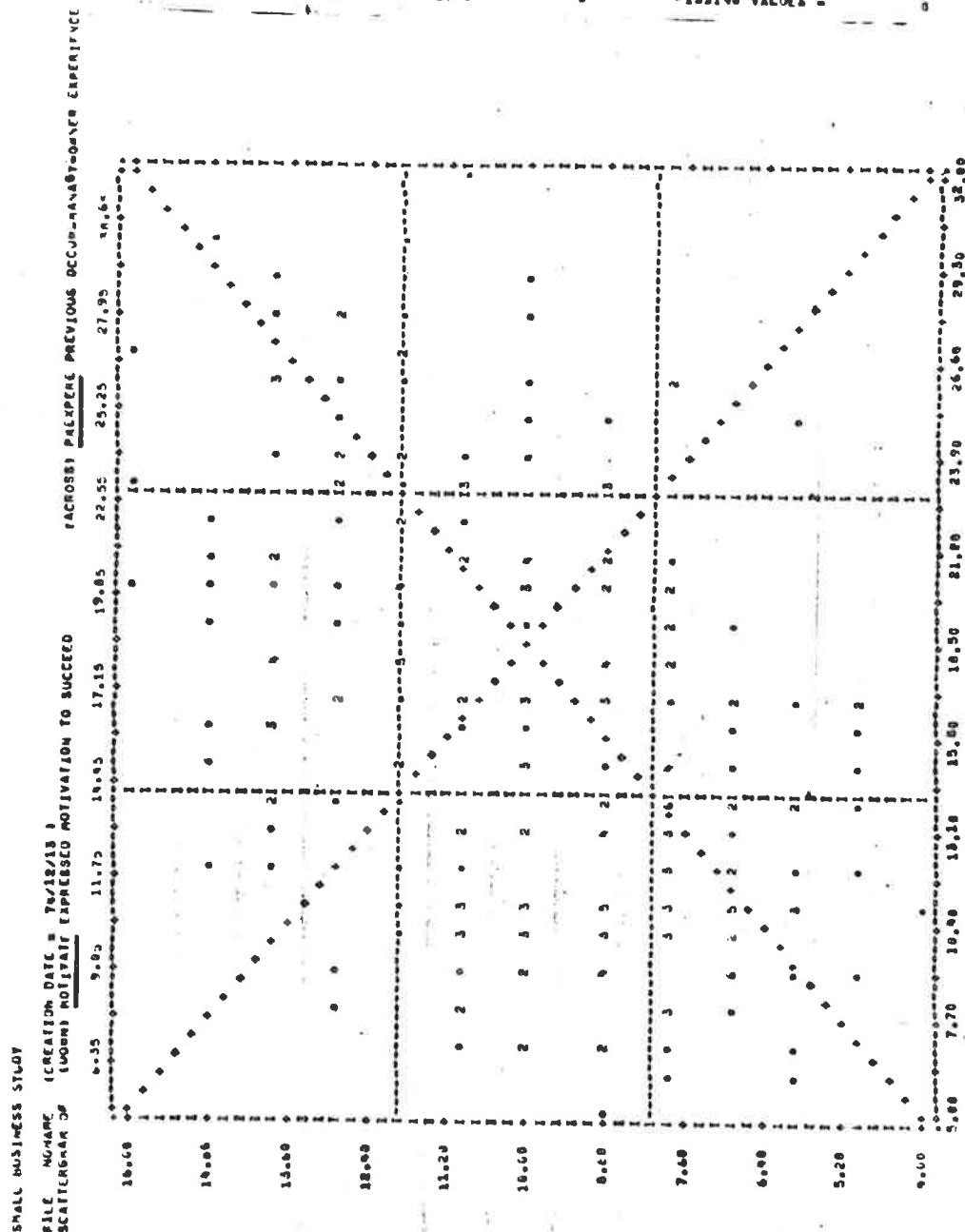


FIGURE H6 ACHIEVEMENT MOTIVATION (ACHMOTIV) BY EXPRESSED ROLE  
SUCCESS MOTIVATION (MOTIVATE) (HYPOTHESIS 6)

## STATISTICS..

|                  |          |                   |   |                  |                  |         |
|------------------|----------|-------------------|---|------------------|------------------|---------|
| COMPLETION (R) - | .62979   | R SQUARED         | - | .39031           | SIGNIFICANCE R - | .00001  |
| STD ERR OF EST - | 12.03310 | INTERCEPT (A) -   |   | 15.07401         | STD ERROR OF A - | 3.01024 |
| SIGNIFICANCE A - | .00001   | SLOPE (B) -       |   | 3.60602          | STD ERROR OF B - | .29250  |
| SIGNIFICANCE B - | .00001   |                   |   |                  |                  |         |
| PLOTTED VALUES - | 250      | EXCLUDED VALUES - | 0 | MISSING VALUES - | 0                |         |

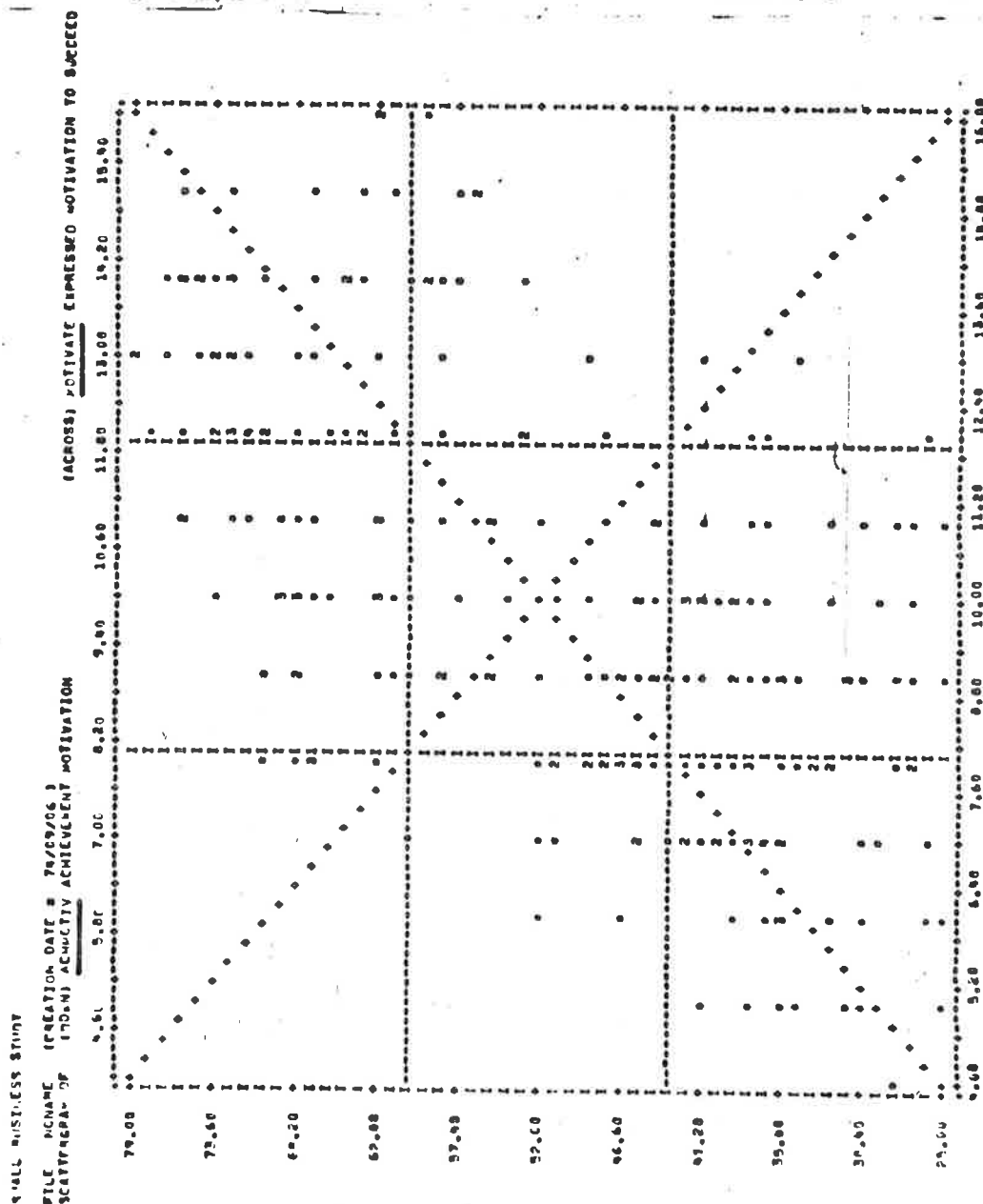


FIGURE H7 EXPRESSED ROLE SUCCESS MOTIVATION (MOTIVATE) BY  
POST DECISION PREPARATION (POSTPREP)  
(HYPOTHESIS ?)

### STATISTICS.

|                   |         |                   |         |                  |        |
|-------------------|---------|-------------------|---------|------------------|--------|
| CORRELATION (R) = | .84888  | N SQUARED =       | .72151  | SIGNIFICANCE A = | .00001 |
| STD ERR OF EST =  | 2.19184 | INTERCEPT (A) =   | 4.80676 | STD ERROR OF A = | .75329 |
| SIGNIFICANCE A =  | .00001  | SLOPE (B) =       | .42075  | STD ERROR OF B = | .06184 |
| SIGNIFICANCE B =  | .00001  |                   |         |                  |        |
| PLOTTED VALUES =  | 250     | EXCLUDED VALUES = | 0       | MISSING VALUES = | 0      |

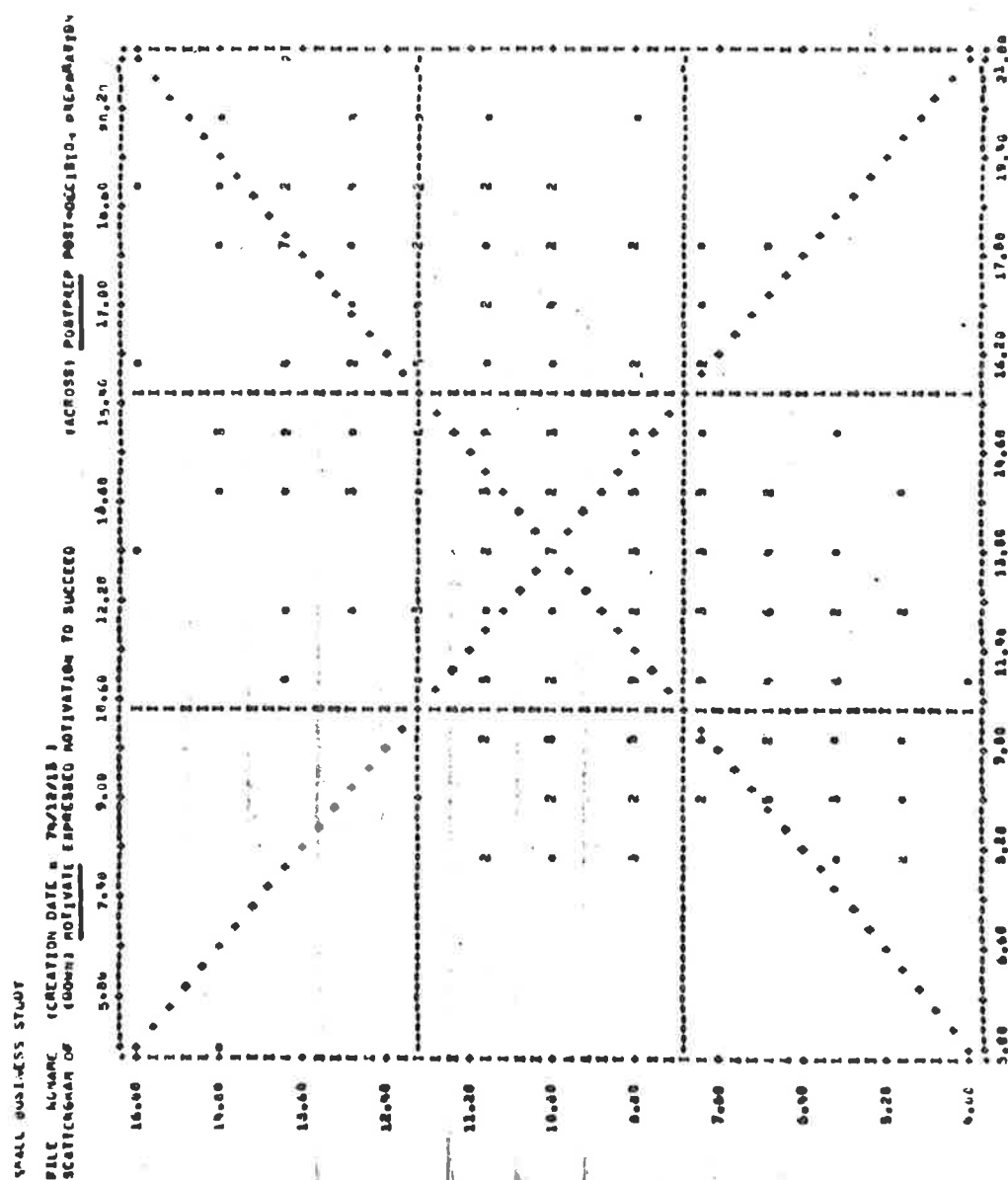


FIGURE H8 AFFECTIVE REACTION (REACTION) BY POST-DECISION PREPARATION (POSTPREP) (HYPOTHESIS 8)

## STATISTICS..

CORRELATION (R) =

.71896 R SQUARED

.50974 SIGNIFICANCE F =

.00001

STD ERR OF EST =

14.55572 INTERCEPT (A) =

-.14884 STD ERROR OF A =

3.00712

SIGNIFICANCE A =

.94895 SLOPE (B) =

9.39801 STD ERROR OF B =

.47388

SIGNIFICANCE B =

.00001

PLOTTED VALUES =

250

EXCLUDED VALUES =

0

MISSING VALUES =

0

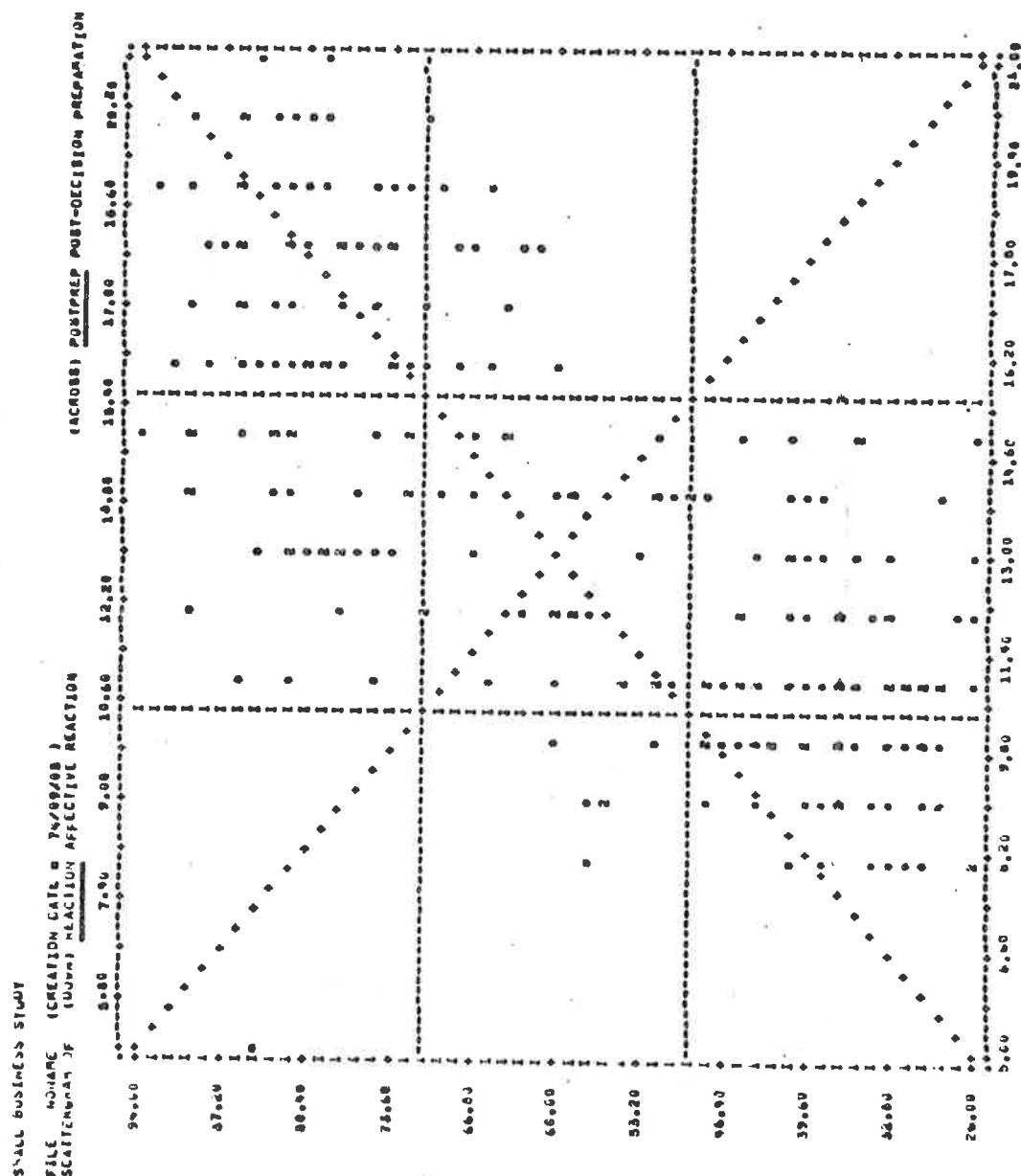


FIGURE H9 AFFECTIVE REACTION (REACTION) BY MEMBERSHIP IN OTHER ORGANISATIONS (ORGAMEMB) (HYPOTHESIS 9)

## STATISTICS..

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | -.83463  | R SQUARED =       | .69663   | SIGNIFICANCE R = | .00000  |
| STD ERR OF EST =  | 20.77097 | INTERCEPT (A) =   | 61.21074 | STD ERROR OF A = | 3.75024 |
| SIGNIFICANCE A =  | .00003   | SLOPE (B) =       | -1.67797 | STD ERROR OF B = | 2.46990 |
| SIGNIFICANCE B =  | .00000   |                   |          |                  |         |
| PLOTTED VALUES =  | 299      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

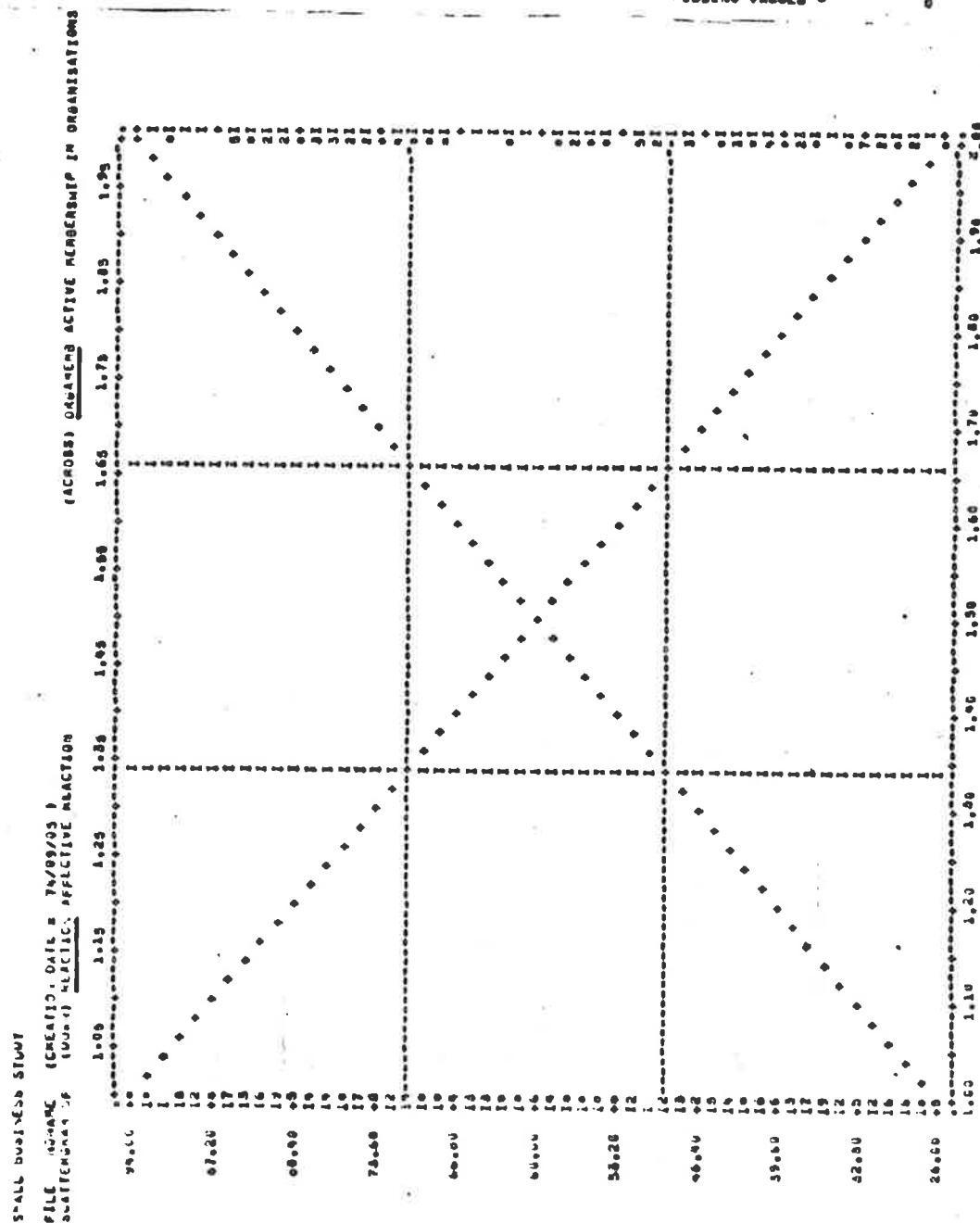


FIGURE H10 AFFECTIVE REACTION (REACTION) BY MULTIPLE JOB HOLDING (MULTIJOB) (HYPOTHESIS 10)

## STATISTICS..

CORRELATION (R) =  $-.82195$  R SQUARED =  $.67564$  SIGNIFICANCE R =  $.00001$   
 STD ERR OF EST =  $19.66174$  INTERCEPT (A) =  $66.66732$  STD ERROR OF A =  $2.46966$   
 SIGNIFICANCE A =  $.00001$  SLOPE (B) =  $-6.29328$  STD ERROR OF B =  $1.27529$   
 SIGNIFICANCE B =  $.00001$   
 PLOTTED VALUES =  $289$  EXCLUDED VALUES =  $0$  MISSING VALUES =  $0$

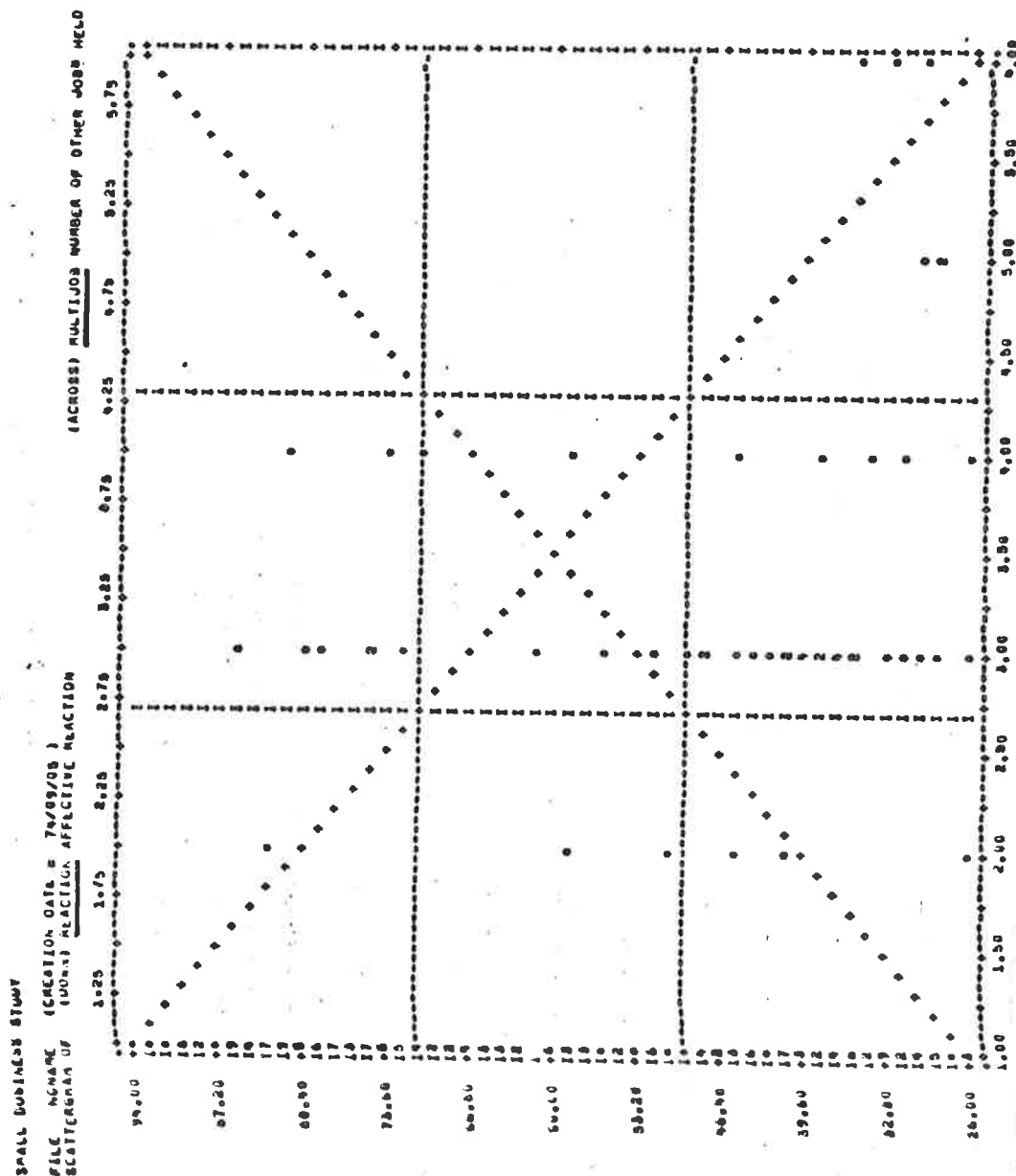


FIGURE H11 AFFECTIVE REACTION (REACTION) BY MARITAL STATUS AND RESPONSIBILITY (MARISTAT) (HYPOTHESIS 11)

## STATISTICS..

|                   |          |                   |   |                  |                  |         |
|-------------------|----------|-------------------|---|------------------|------------------|---------|
| CORRELATION (R) = | .25366   | A SQUARED         | = | .06424           | SIGNIFICANCE R = | .98888  |
| STD ERR OF EST =  | 20.16854 | INTERCEPT (A) =   |   | 98.89075         | STD ERROR OF A = | 2.79562 |
| SIGNIFICANCE A =  | .00601   | SLOPE (B) =       |   | 1.87897          | STD ERROR OF B = | .07819  |
| SIGNIFICANCE B =  | .00008   |                   |   |                  |                  |         |
| PLOTTED VALUES =  | 289      | EXCLUDED VALUES = | 0 | MISSING VALUES = | 0                |         |

S-ALL BUSINESS STUDY

FILE NAME (CREATION DATE = 7/4/09/05)  
 SENTENCE# IF (10000) REACTION AFFECTIVE REACTION

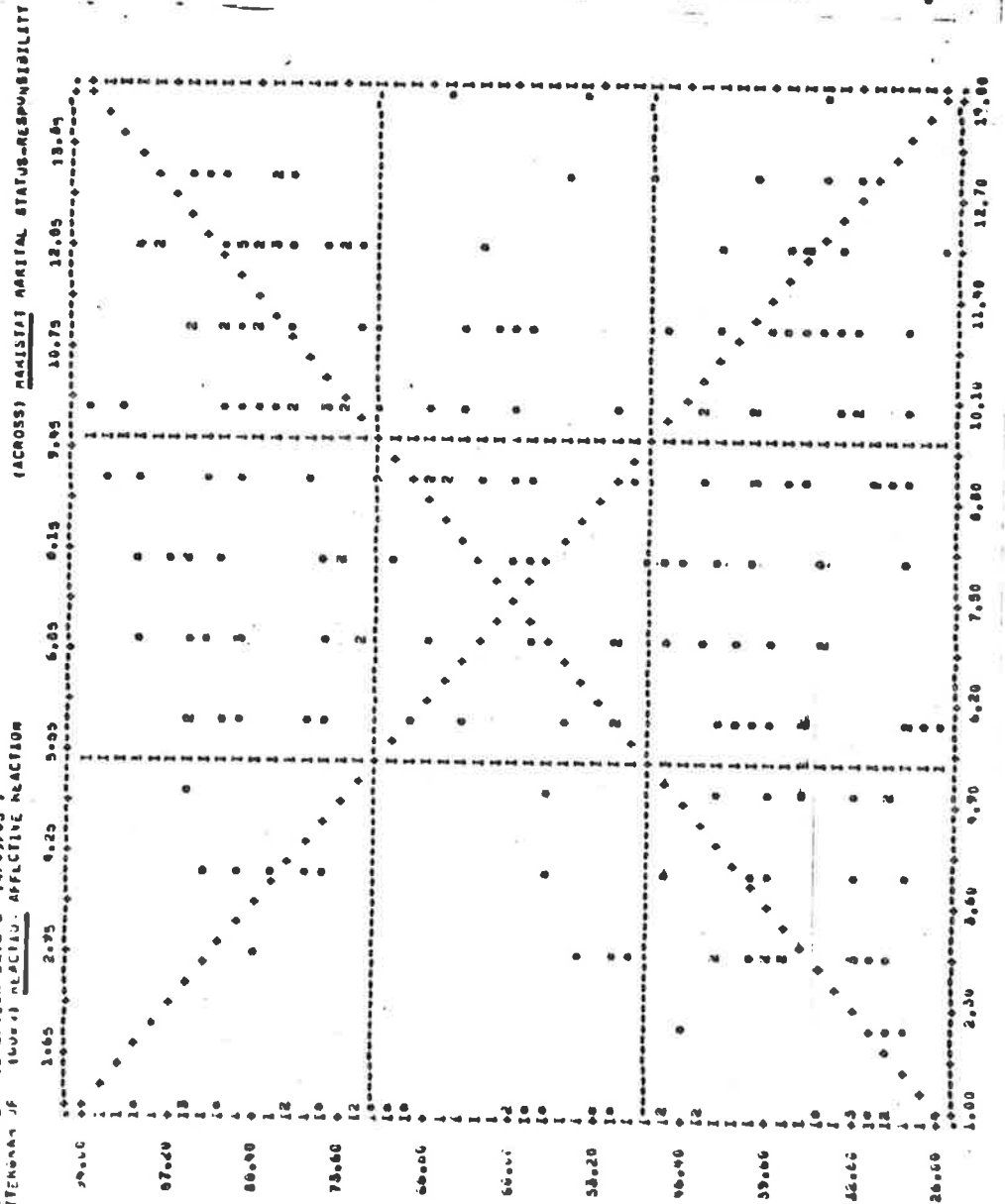


FIGURE H12 ACHIEVEMENT MOTIVATION (ACHMOTIV) BY RELIGIOUS AFFILIATION (RELIGION) (HYPOTHESIS 12)

|                   |                 |                  |          |
|-------------------|-----------------|------------------|----------|
| STATISTICS..      |                 |                  |          |
| CORRELATION (R) = | <u>-0.35768</u> | R SQUARED =      | .12793   |
| STD ERR OF EST =  | 14.59110        | INTERCEPT (A) =  | 61.90267 |
| SIGNIFICANCE A =  | .00001          | SLOPE (B) =      | -4.87764 |
| SIGNIFICANCE B =  | .00001          | STD ERROR OF A = | 1.90641  |
| PLOTTED VALUES =  | 250             | STD ERROR OF B = | .00047   |
| EXCLUDED VALUES = | 0               | MISSING VALUES = | 0        |

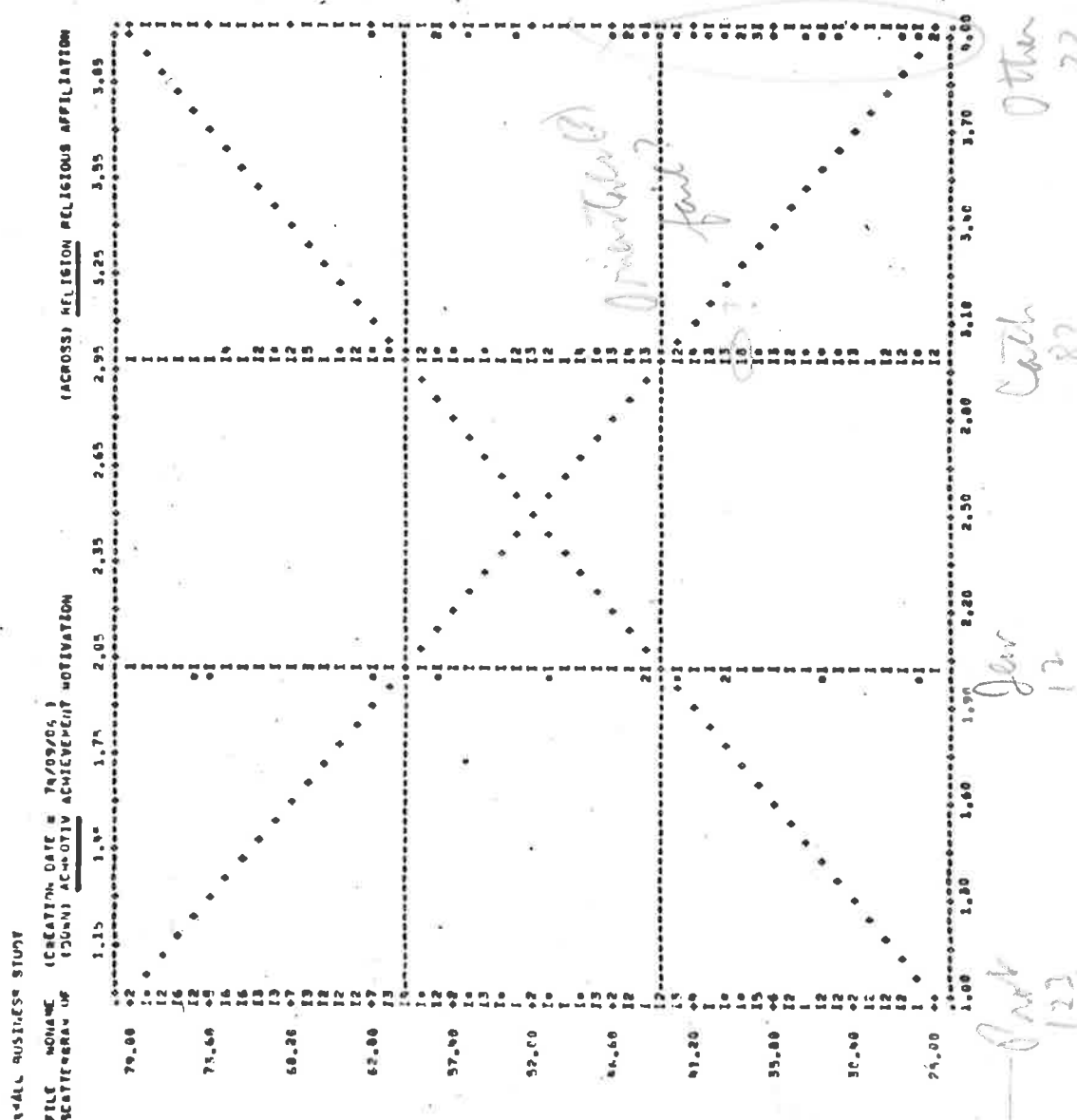


FIGURE H13a ACHIEVEMENT MOTIVATION (ACHMOTIV) BY PARENTAL  
EXPECTATION AND DISCIPLINE (PAREXPEC)  
(HYPOTHESIS 13)

## STATISTICS..

|                  |          |                   |   |                  |                  |         |
|------------------|----------|-------------------|---|------------------|------------------|---------|
| COMPLETION (R) = | .69336   | R SQUARED         | = | .47687           | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST = | 11.66665 | INTERCEPT (A) =   |   | 21.86795         | STD ERROR OF A = | 2.34099 |
| SIGNIFICANCE A = | .00001   | SLOPE (B) =       |   | 5.01998          | STD ERROR OF B = | .22220  |
| SIGNIFICANCE B = | .00001   |                   |   |                  |                  |         |
| PLOTTED VALUES = | 250      | EXCLUDED VALUES = | 0 | MISSING VALUES = | 0                |         |

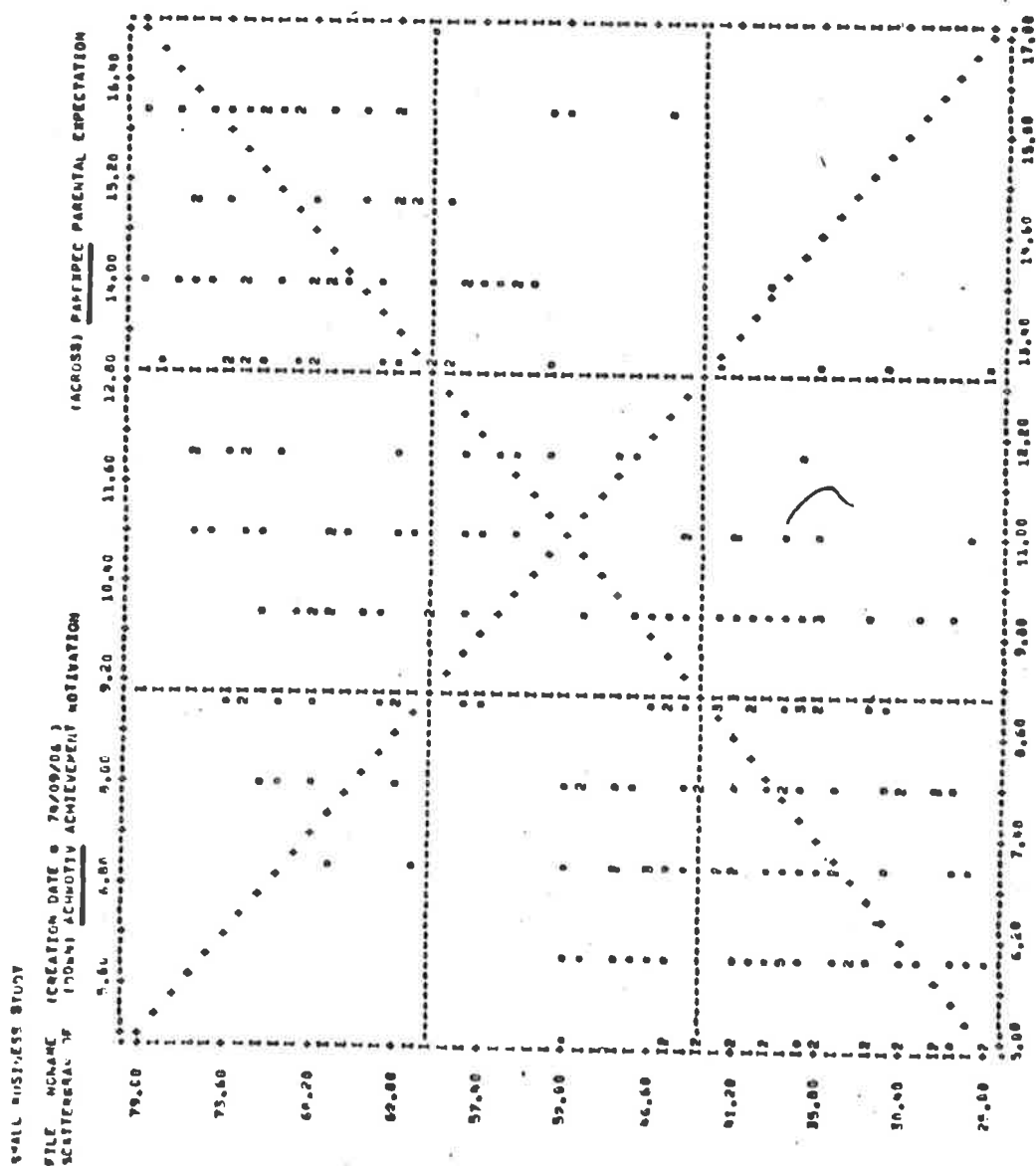


FIGURE H13b ACHIEVEMENT MOTIVATION (ACHMOTIV) BY FAMILY BACKGROUND (FAMIBACK) (HYPOTHESIS 13)

*significant*

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| STATISTICS...     |          |                   |          |                  |         |
| CORRELATION (R) = | .73179   | R SQUARED =       | .53562   | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 10.30279 | INTERCEPT (A) =   | 16.60049 | STD ERROR OF A = | 2.10430 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       | 2.58209  | STD ERROR OF B = | .10303  |
| SIGNIFICANCE B =  | .00001   |                   |          |                  |         |
| PLOTTED VALUES =  | 250      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

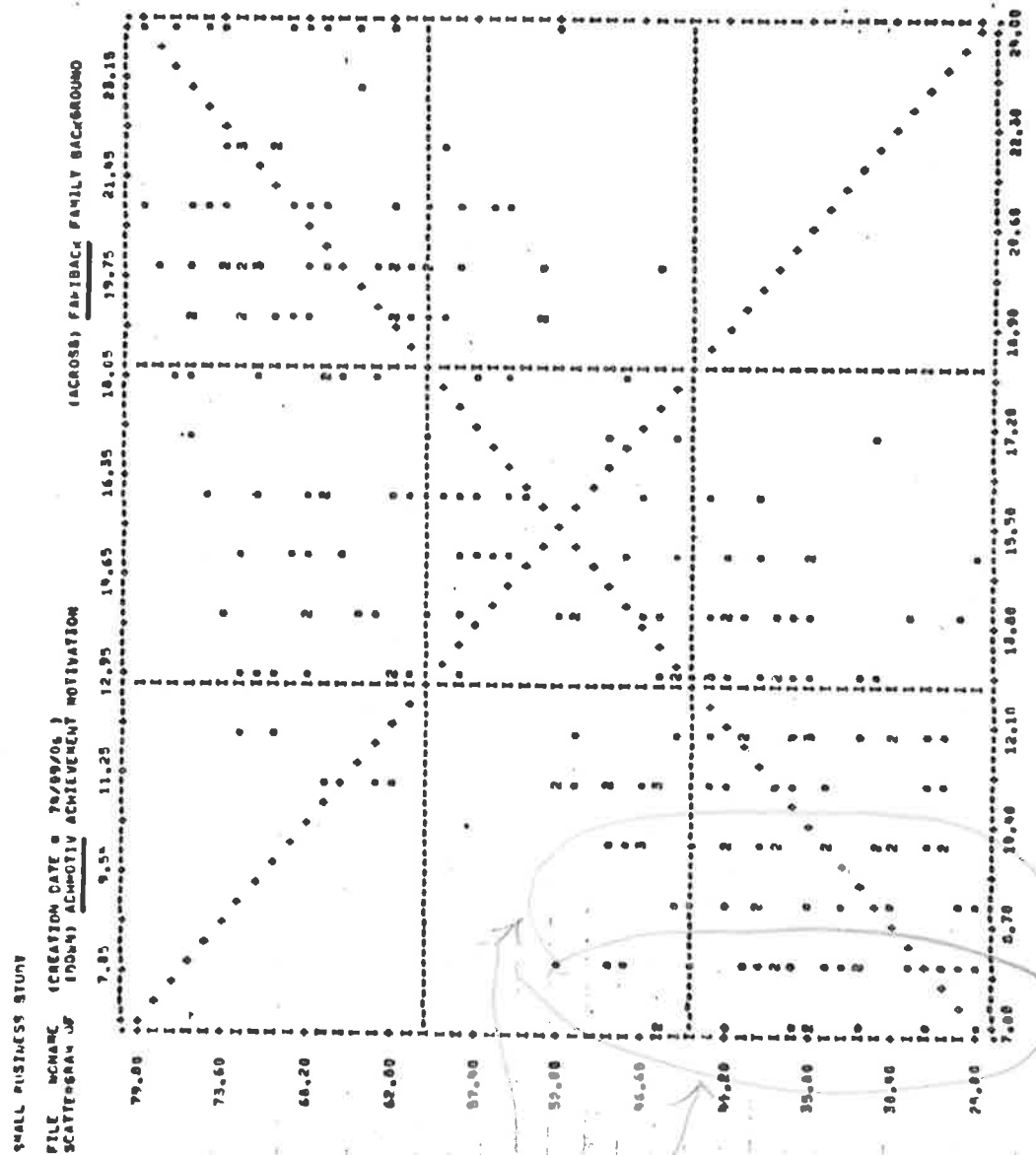


FIGURE H14 ACHIEVEMENT MOTIVATION (ACHMOTIV) BY FAMILY SOCIO-ECONOMIC STATUS (SESTATUS) (HYPOTHESIS 14)

## STATISTICS..

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | .15989   | R SQUARED         | .02527   | SIGNIFICANCE R = | .01166  |
| STD ERR OF EST =  | 10.71389 | INTERCEPT (A) =   | 42.72147 | STD ERROR OF A = | 3.72909 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       | 1.09661  | STD ERROR OF B = | .03157  |
| SIGNIFICANCE B =  | .01166   |                   |          |                  |         |
| PLOTTED VALUES =  | 250      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

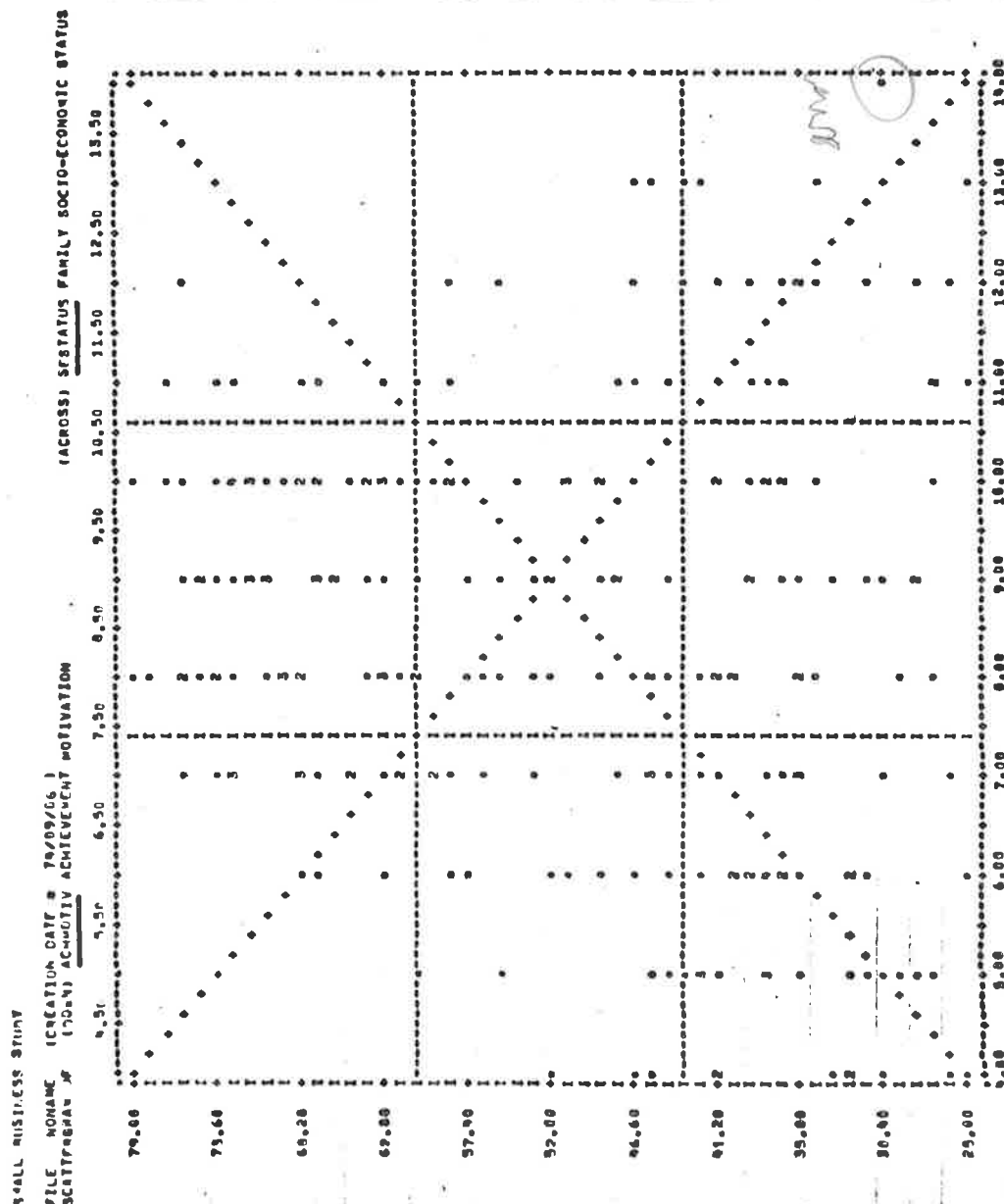


FIGURE H15 ACHIEVEMENT MOTIVATION (ACHMOTIV) BY FAMILY  
OCCUPATIONAL AND GEOGRAPHICAL MOBILITY (FAMMOBIL)  
(HYPOTHESIS 15)

## STATISTICS..

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | .63949   | R SQUARED =       | .40258   | SIGNIFICANCE F = | .00001  |
| STD ERR OF EST =  | 11.91139 | INTERCEPT (A) =   | 89.29404 | STD ERROR OF A = | 1.99904 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       | 9.10631  | STD ERROR OF B = | .39508  |
| SIGNIFICANCE B =  | .00001   |                   |          |                  |         |
| PLOTTED VALUES =  | 290      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

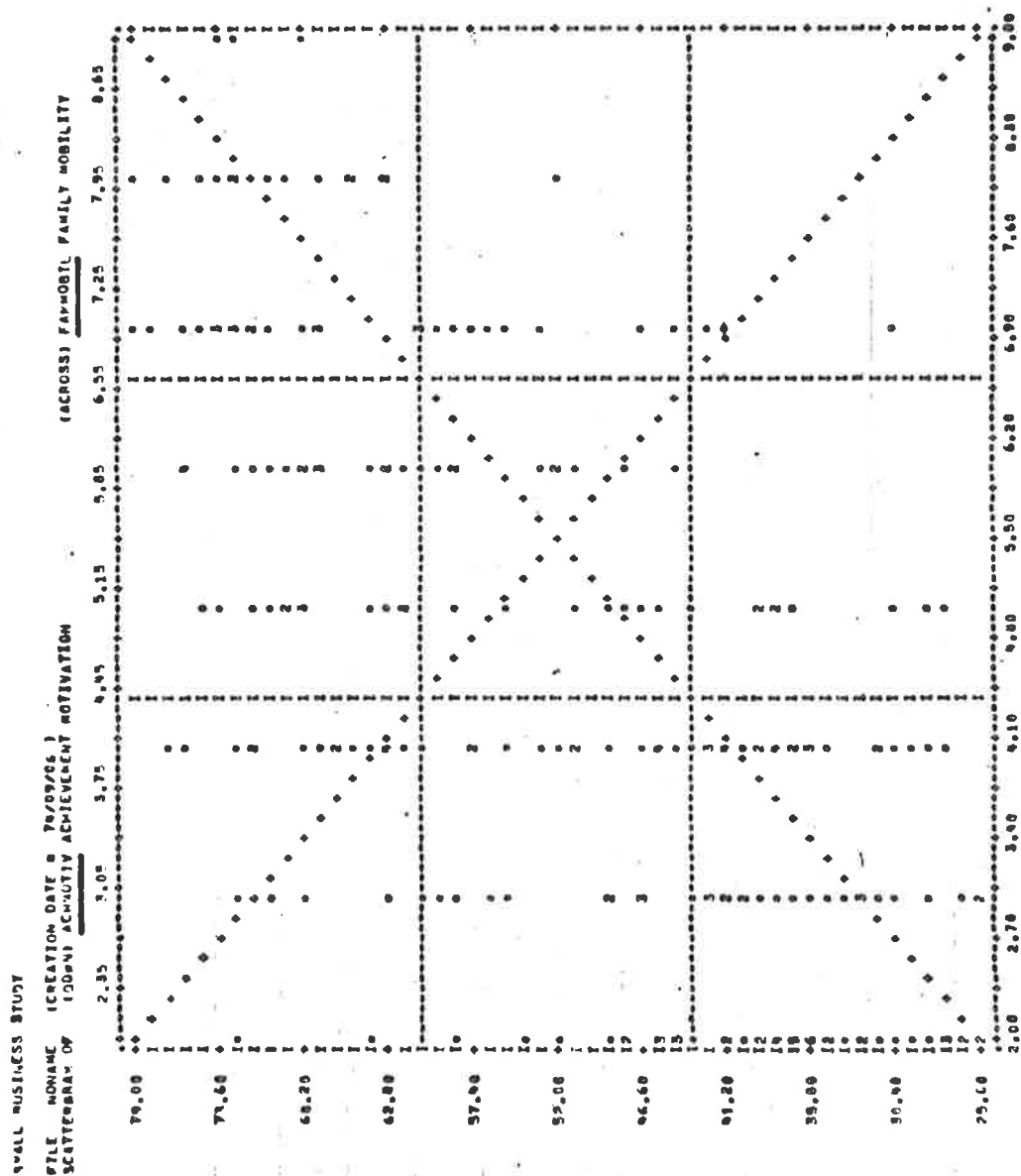


FIGURE H16 ACHIEVEMENT MOTIVATION (ACHMOTIV) BY POST-DECISION PREPARATION (POSTPREP) (HYPOTHESIS 16)

STATISTICS..

|                   |          |                   |         |                  |         |
|-------------------|----------|-------------------|---------|------------------|---------|
| CORRELATION (R) = | .69920   | R SQUARED =       | .08840  | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 11.01700 | INTERCEPT (A) =   | 0.01066 | STD ERROR OF A = | 2.00165 |
| SIGNIFICANCE A =  | .00248   | SLOPE (B) =       | 3.19266 | STD ERROR OF B = | .20751  |
| SIGNIFICANCE B =  | .00001   |                   |         |                  |         |
| PLOTTED VALUES =  | 250      | EXCLUDED VALUES = | 0       | MISSING VALUES = | 0       |

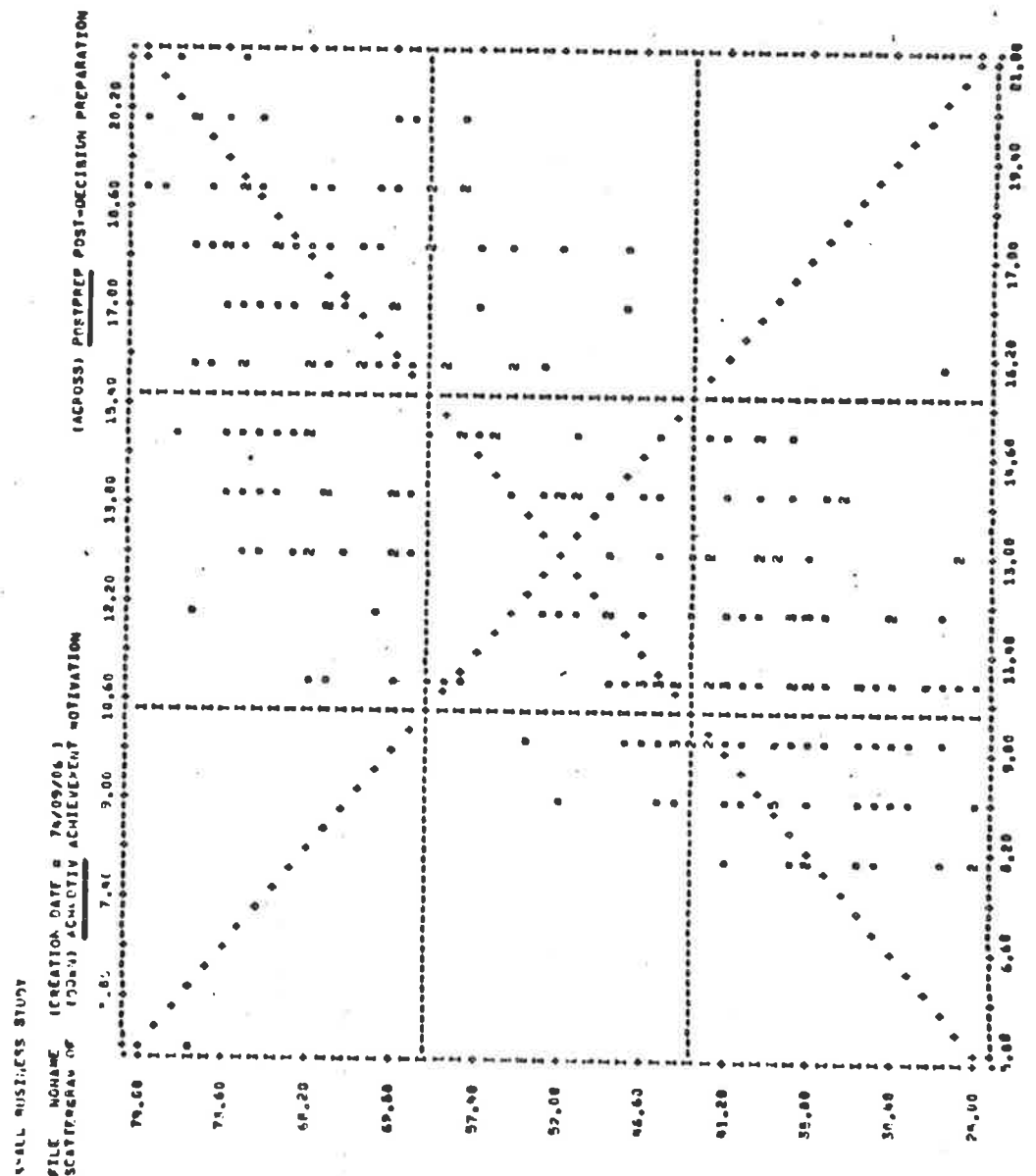


FIGURE H17 ACHIEVEMENT MOTIVATION (ACHMOTIV) BY TOTAL EDUCATION (EDUTOTAL) (HYPOTHESIS 17)

## STATISTICS..

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | .36921   | R SQUARED         | .13631   | SIGNIFICANCE R A | .00001  |
| STD ERR OF EST =  | 10.32187 | INTERCEPT (A) =   | 32.90409 | STD ERROR OF A A | 2.16412 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       | 2.01093  | STD ERROR OF B A | .32143  |
| SIGNIFICANCE B =  | .00001   |                   |          |                  |         |
| PLOTTED VALUES =  | 250      | EXCLUDED VALUES = | 0        | MISSING VALUES A | 0       |

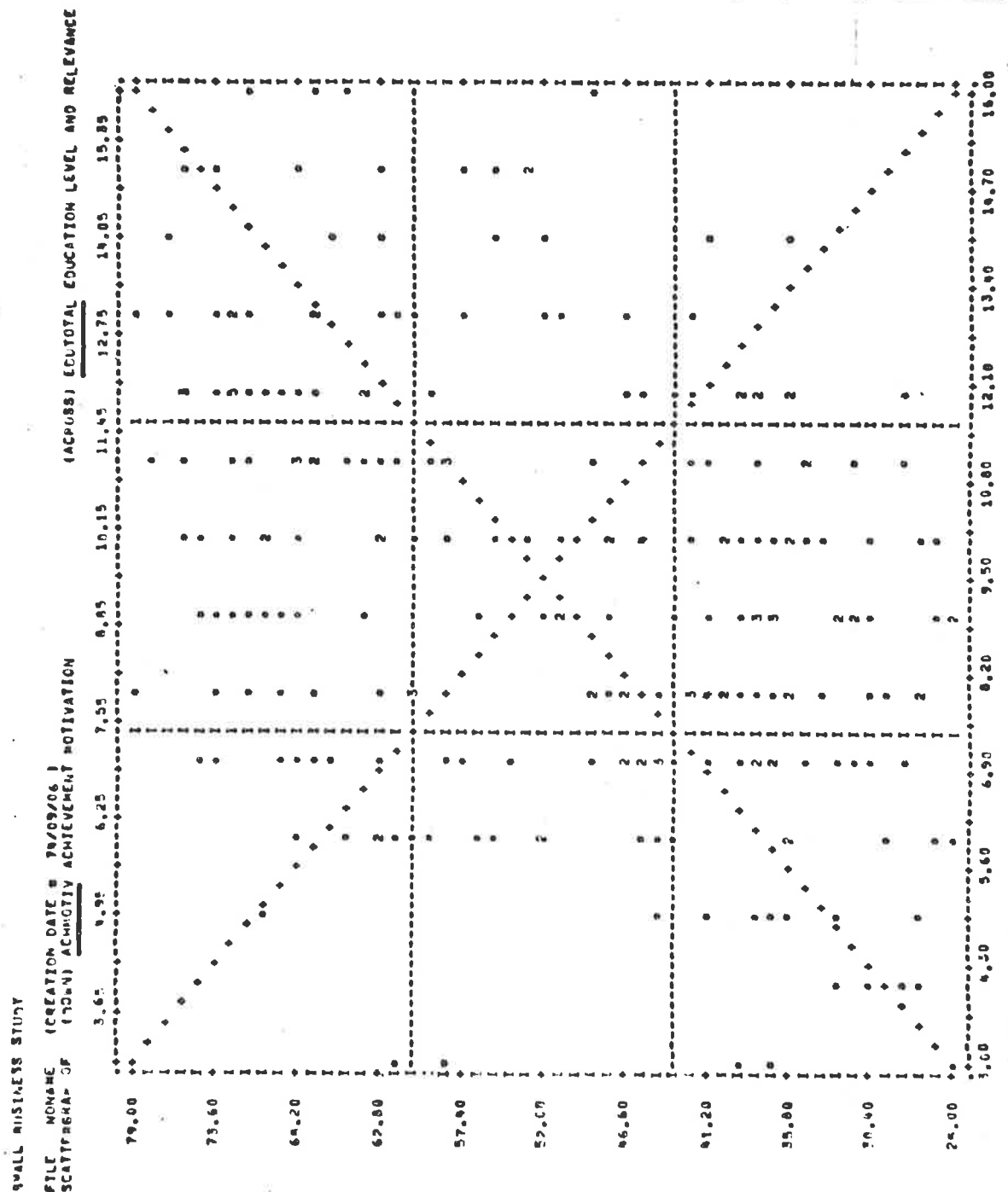


FIGURE H18 BUSINESS PERFORMANCE (PERFORMS) BY ACHIEVEMENT  
MOTIVATION (ACHMOTIV) (HYPOTHESIS 18)

STATISTICS..

|                   |         |                   |           |                  |         |
|-------------------|---------|-------------------|-----------|------------------|---------|
| CORRELATION (R) = | .63453  | R SQUARED =       | .69611    | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 9.69854 | INTERCEPT (A) =   | -18.49055 | STD ERROR OF A = | 2.14088 |
| SIGNIFICANCE A =  | .00001  | SLOPE (B) =       | .93201    | STD ERROR OF B = | .03994  |
| SIGNIFICANCE B =  | .00001  |                   |           |                  |         |
| PLOTTED VALUES =  | 250     | EXCLUDED VALUES = | 0         | MISSING VALUES = | 0       |

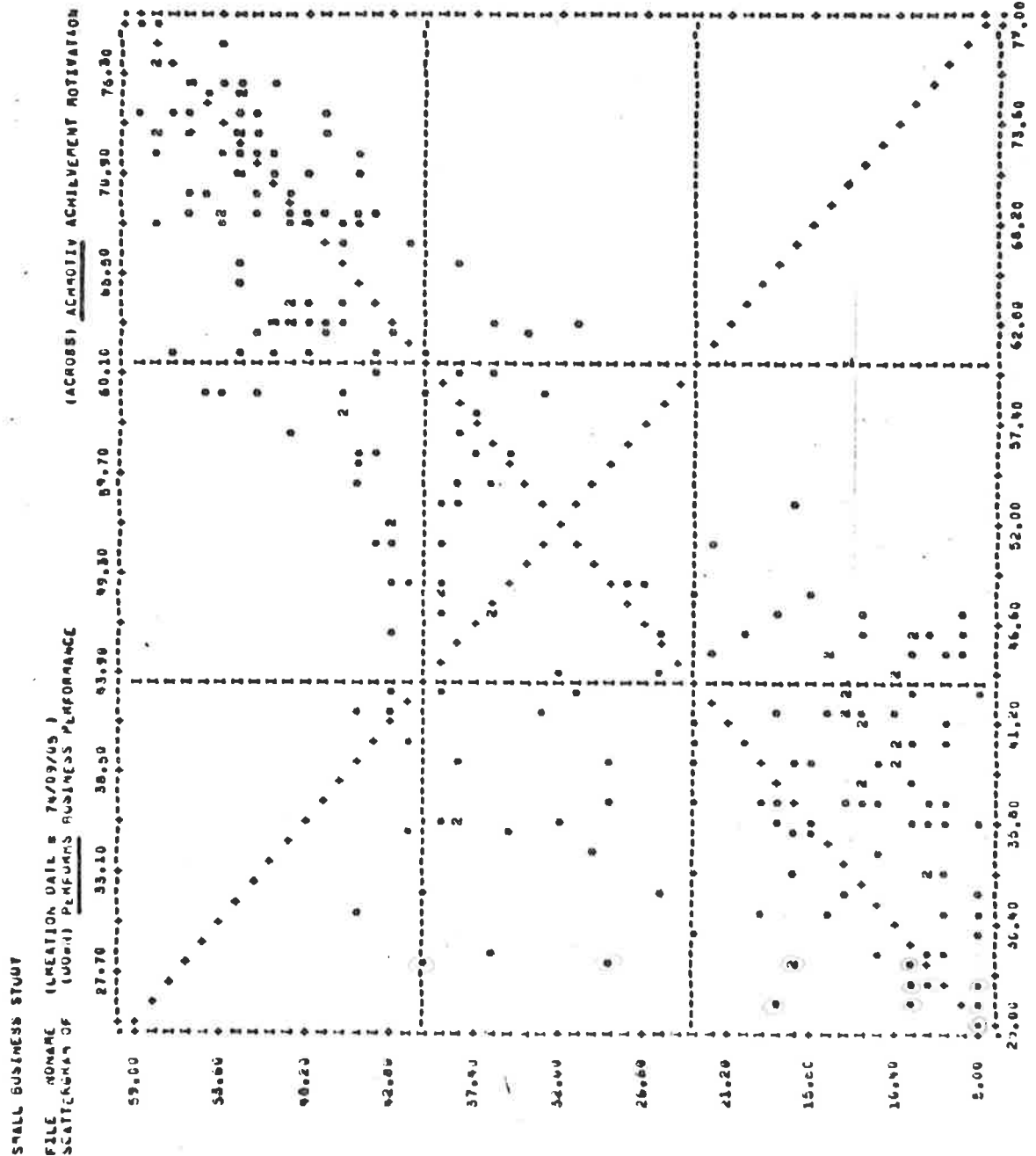


FIGURE H19 ACHIEVEMENT MOTIVATION (ACHMOTIV) BY COMPLIANT  
INTERPERSONAL ORIENTATION (IRTCOMPL)  
(HYPOTHESIS 19)

STATISTICS..

|                   |          |                   |   |                  |                  |         |
|-------------------|----------|-------------------|---|------------------|------------------|---------|
| CORRELATION (R) = | -.40300  | R SQUARED         | = | .16279           | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 14.10060 | INTERCEPT (A) =   |   | 88.26204         | STD ERROR OF A = | 9.18898 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       |   | -.78824          | STD ERROR OF B = | .11351  |
| SIGNIFICANCE B =  | .00001   |                   |   |                  |                  |         |
| PLOTTED VALUES =  | 250      | EXCLUDED VALUES = | 0 | MISSING VALUES = | 0                |         |

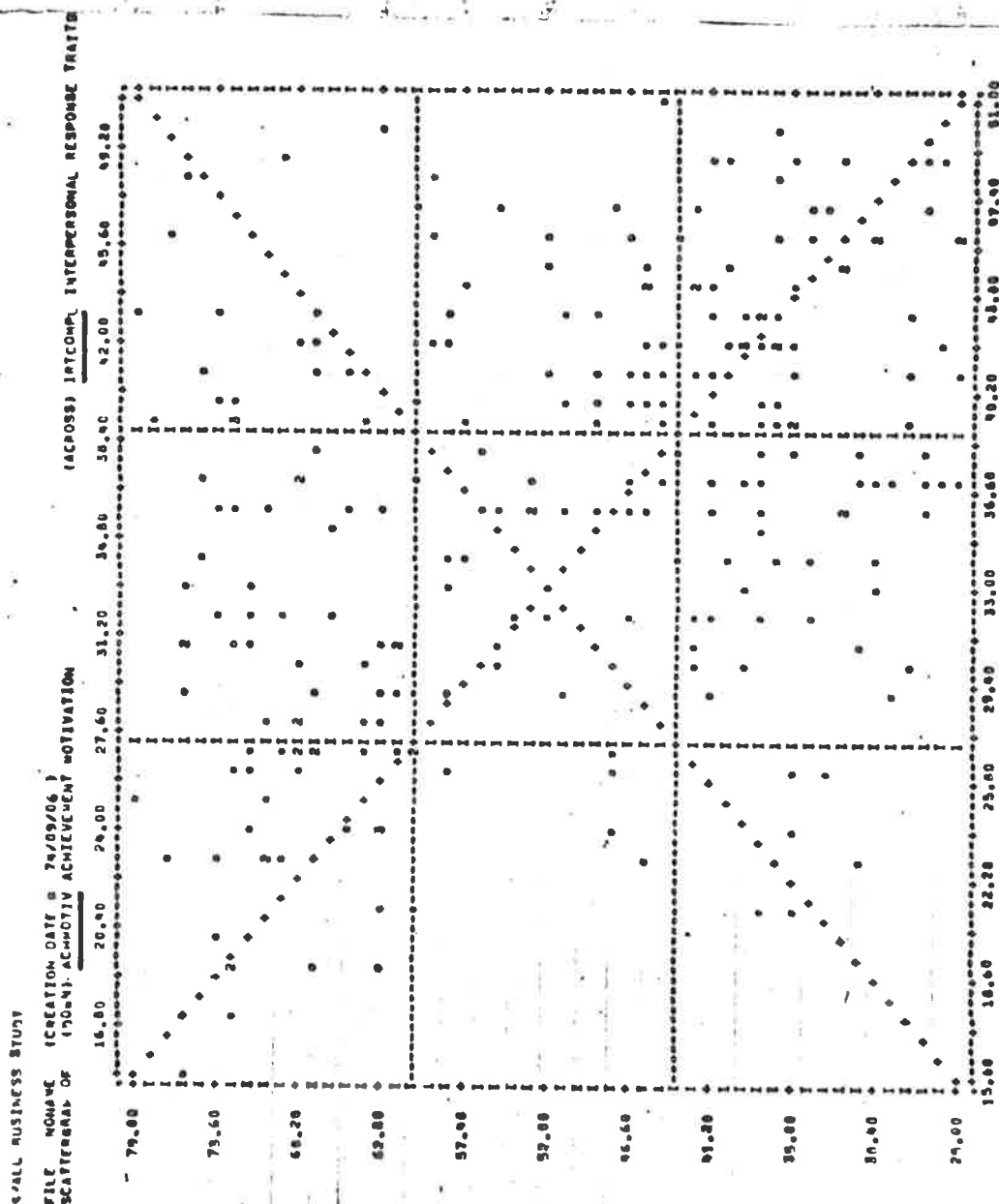


FIGURE H20 ACHIEVEMENT MOTIVATION (ACHMOTIV) BY AGGRESSIVE INTERPERSONAL ORIENTATION (IRTAGGRE) (HYPOTHESIS 20)

## STATISTICS..

|                   |         |                   |          |                  |         |
|-------------------|---------|-------------------|----------|------------------|---------|
| CORRELATION (R) - | .76289  | R SQUARED         | .58192   | SIGNIFICANCE R - | .00001  |
| STD ERR OF EST -  | 9.96441 | INTERCEPT (A) -   | 10.00007 | STD ERROR OF A - | 2.55628 |
| SIGNIFICANCE A -  | .00002  | SLOPE (B) -       | 1.09299  | STD ERROR OF B - | .05083  |
| SIGNIFICANCE B -  | .00001  |                   |          |                  |         |
| PLOTTED VALUES -  | 250     | EXCLUDED VALUES - | 0        | MISSING VALUES - | 0       |

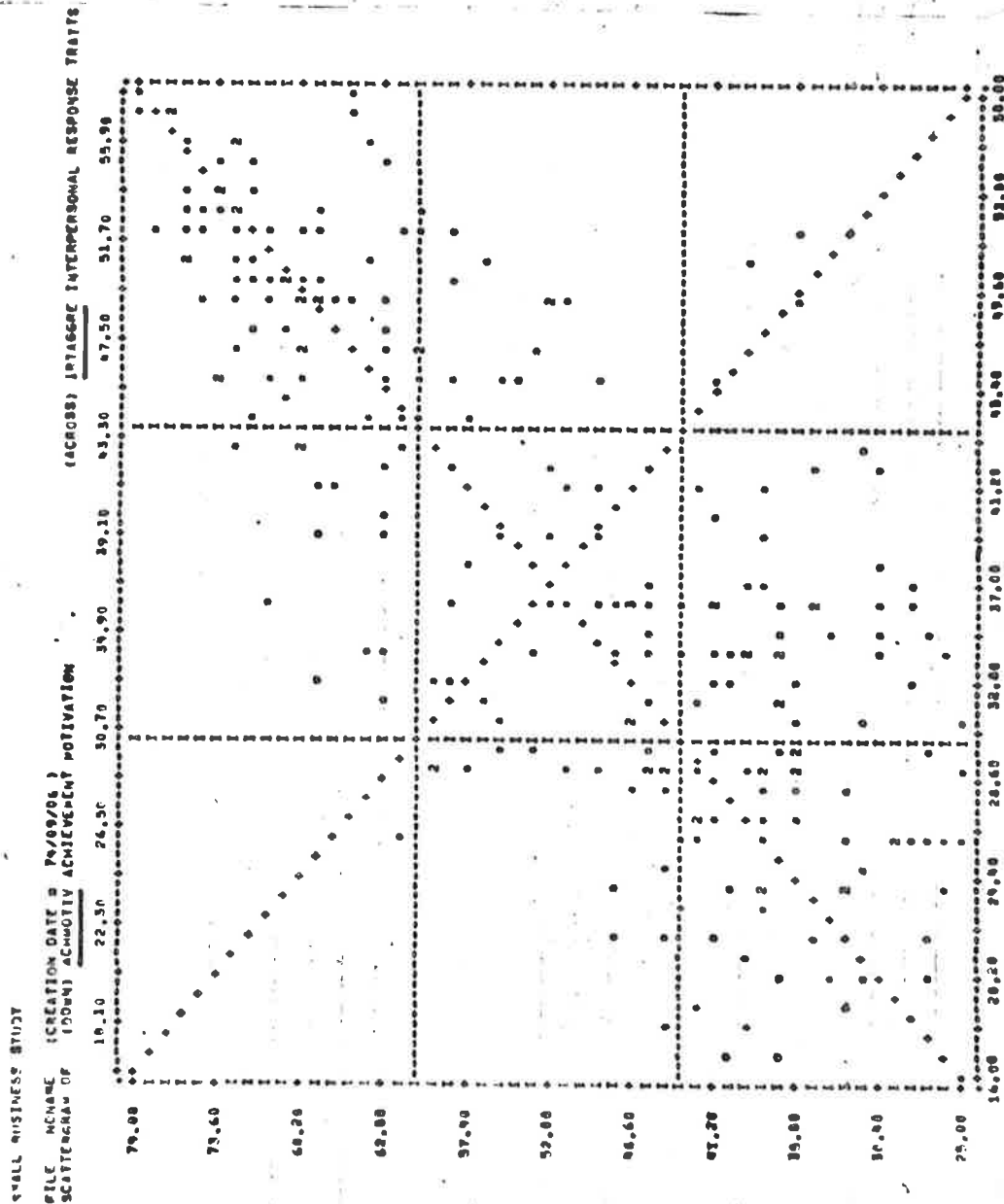


FIGURE H21 ACHIEVEMENT MOTIVATION (ACHMOTIV) BY DETACHED INTERPERSONAL ORIENTATION (IRTDDETAC)  
(HYPOTHESIS 21)

## STATISTICS..

CORRELATION (R) = .56732 R SQUARED = .32094 SIGNIFICANCE R = .00001  
 STD ERR OF EST = 12.47270 INTERCEPT (A) = 4.08632 STD ERROR OF A = 0.00004  
 SIGNIFICANCE A = .33760 SLOPE (B) = 1.28591 STD ERROR OF B = .11253  
 SIGNIFICANCE B = .00001  
 PLOTTED VALUES = 290 EXCLUDED VALUES = 0 MISSING VALUES = 0

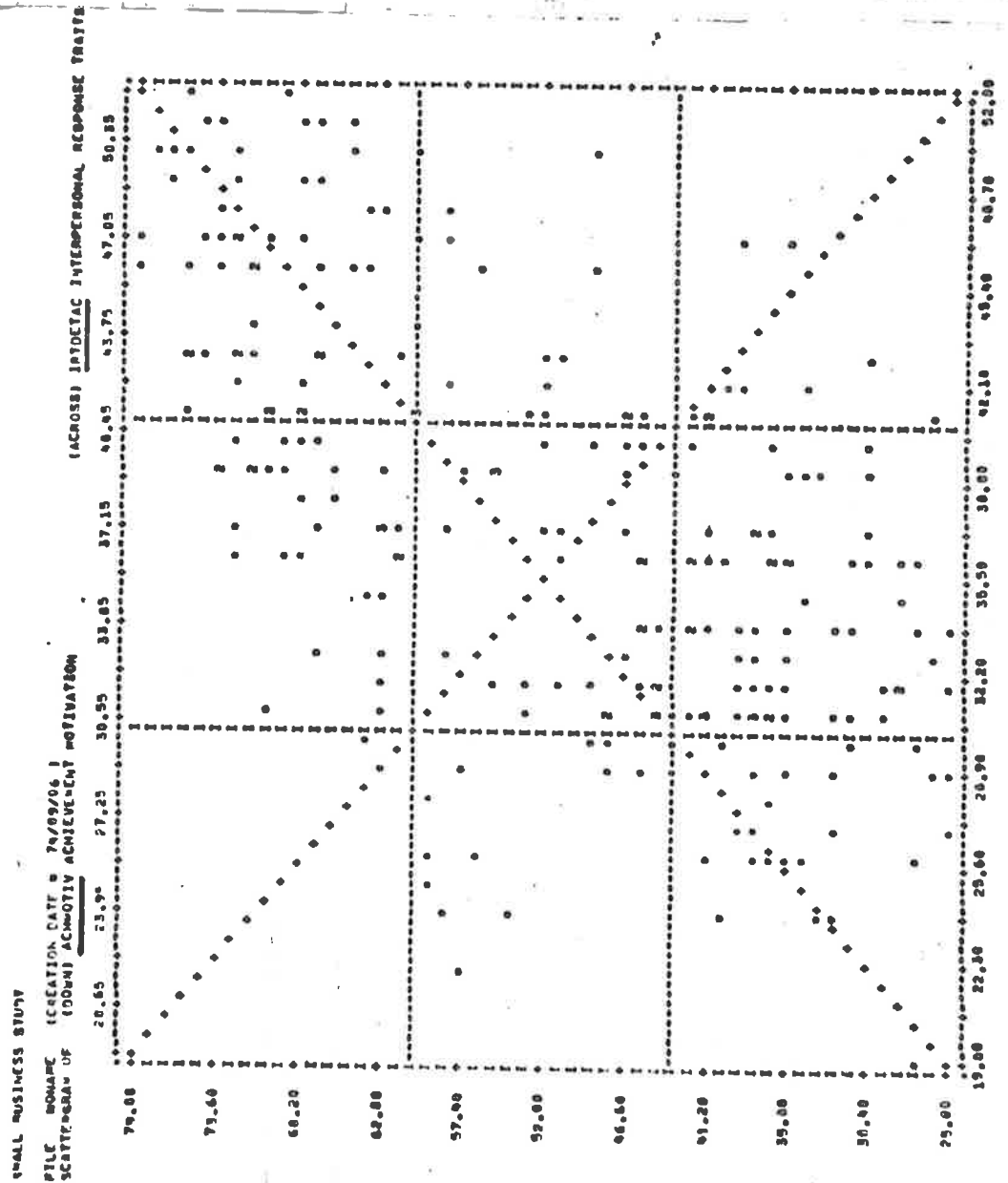


FIGURE H22 ACHIEVEMENT MOTIVATION (ACHMOTIV) BY INNER-DIRECTED  
ROLE PERCEPTION (IODINNER) (HYPOTHESIS 22)

## STATISTICS..

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | .15780   | R SQUARED =       | .00204   | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 12.61896 | INTERCEPT (A) =   | -0.33008 | STD ERROR OF A = | 8.87135 |
| SIGNIFICANCE A =  | .93197   | SLOPE (B) =       | 1.87971  | STD ERROR OF B = | .13649  |
| SIGNIFICANCE B =  | .00001   |                   |          |                  |         |
| PLOTTED VALUES =  | 290      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

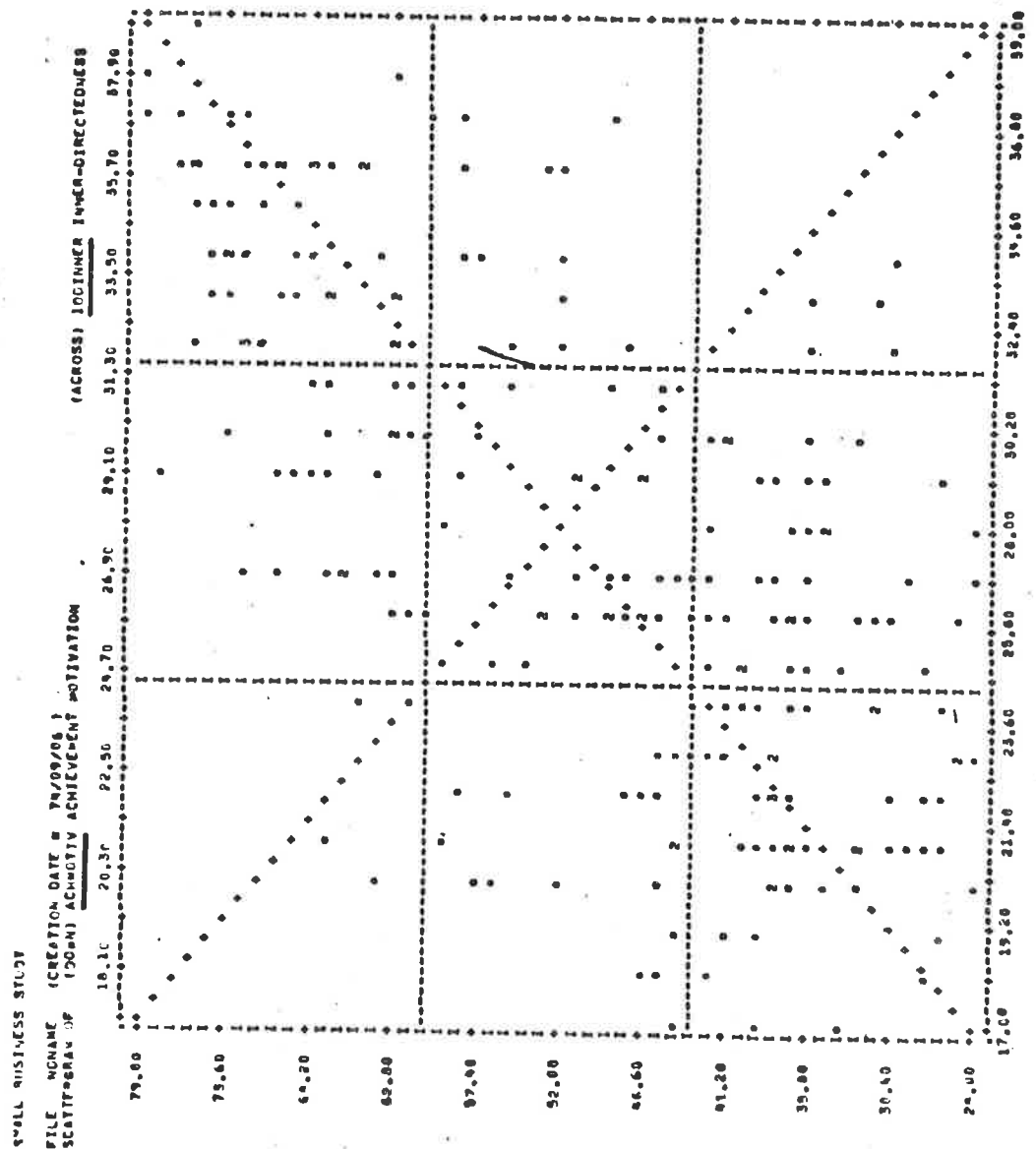


FIGURE H23 ACHIEVEMENT MOTIVATION (ACHMOTIV) BY OTHER-DIRECTED  
ROLE PERCEPTION (IODOTHER) (HYPOTHESIS 23)

## STATISTICS:

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | -.45881  | R SQUARED =       | .20488   | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 13.74480 | INTERCEPT (A) =   | 94.45891 | STD ERROR OF A = | 8.09978 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       | -1.52220 | STD ERROR OF B = | .19061  |
| SIGNIFICANCE B =  | .00001   |                   |          |                  |         |
| PLOTTED VALUES =  | 250      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

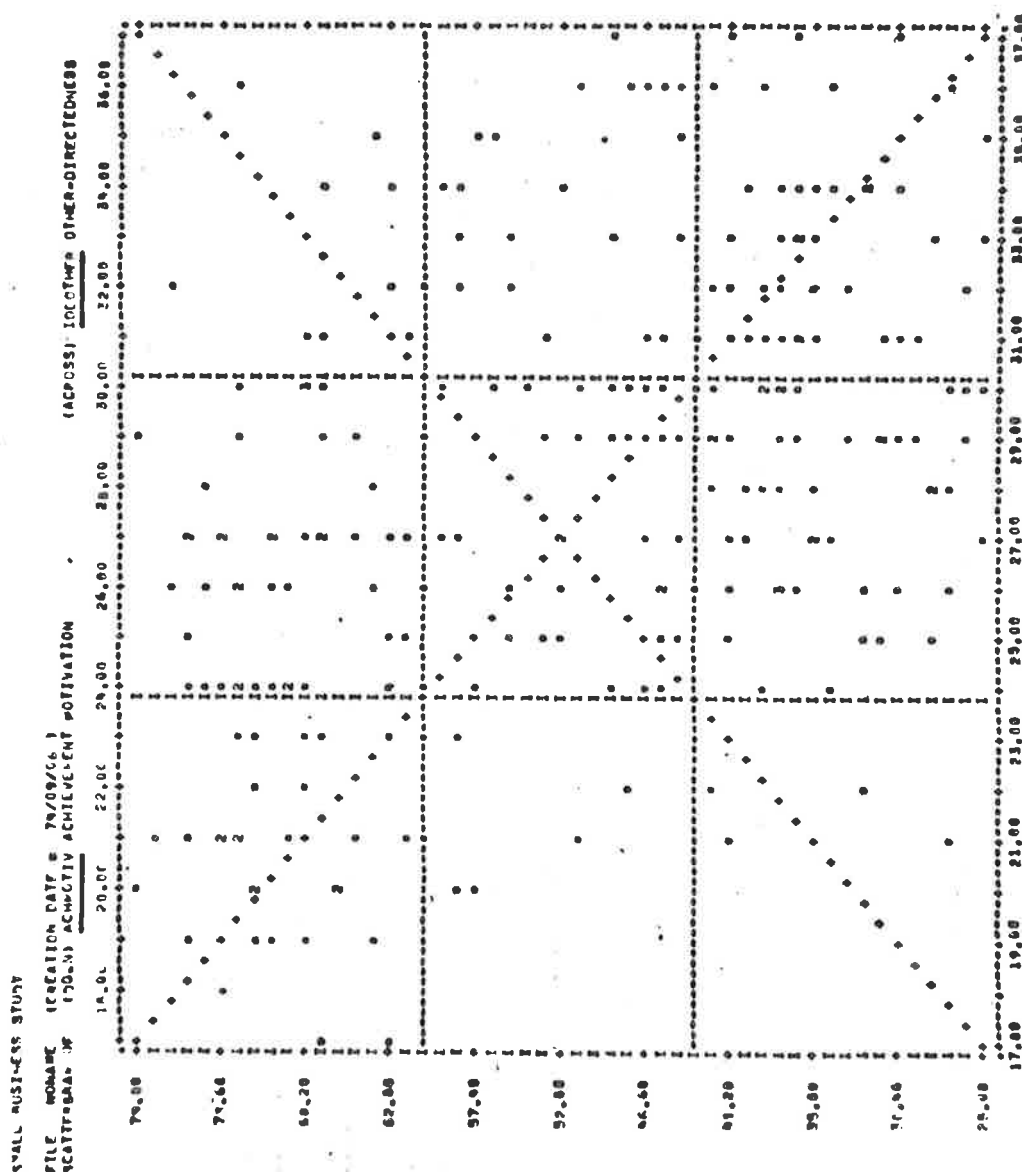


FIGURE H24 EXPRESSED ROLE SUCCESS MOTIVATION (MOTIVATE) BY  
DURATION OF OCCUPATIONAL EXPERIENCE (OCCUPDUR)  
(HYPOTHESIS 24)

## STATISTICS..

|                   |         |                   |         |                  |        |
|-------------------|---------|-------------------|---------|------------------|--------|
| CORRELATION (R) = | .16595  | R SQUARED =       | .02755  | SIGNIFICANCE A = | .00316 |
| STD ERR OF EST =  | 2.06660 | INTERCEPT (A) =   | 8.48485 | STD ERROR OF A = | .92050 |
| SIGNIFICANCE A =  | .00001  | SLOPE (B) =       | .38040  | STD ERROR OF B = | .12747 |
| SIGNIFICANCE B =  | .00316  |                   |         |                  |        |
| PLOTTED VALUES =  | 250     | EXCLUDED VALUES = | 0       | MISSING VALUES = | 0      |

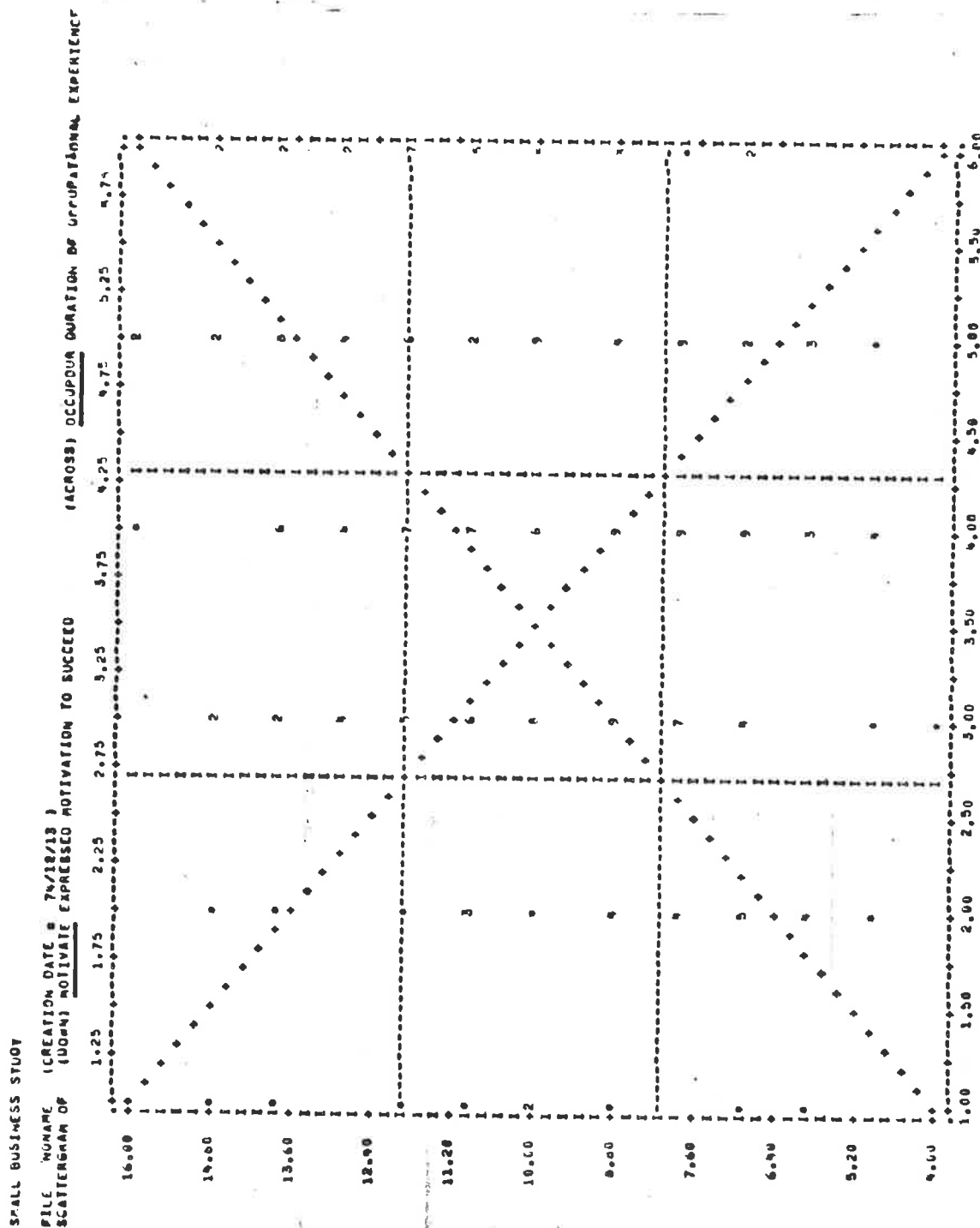


FIGURE H25 AFFECTIVE REACTION (REACTION) BY DURATION OF OCCUPATIONAL EXPERIENCE (OCCUPDUR) (HYPOTHESIS 25)

STATISTICS..

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | .27955   | R SQUARED =       | .07688   | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 19.96067 | INTERCEPT (A) =   | 91.24573 | STD ERROR OF A = | 9.11990 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       | 9.84981  | STD ERROR OF B = | .79290  |
| SIGNIFICANCE B =  | .00001   |                   |          |                  |         |
| PLOTTED VALUES =  | 250      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

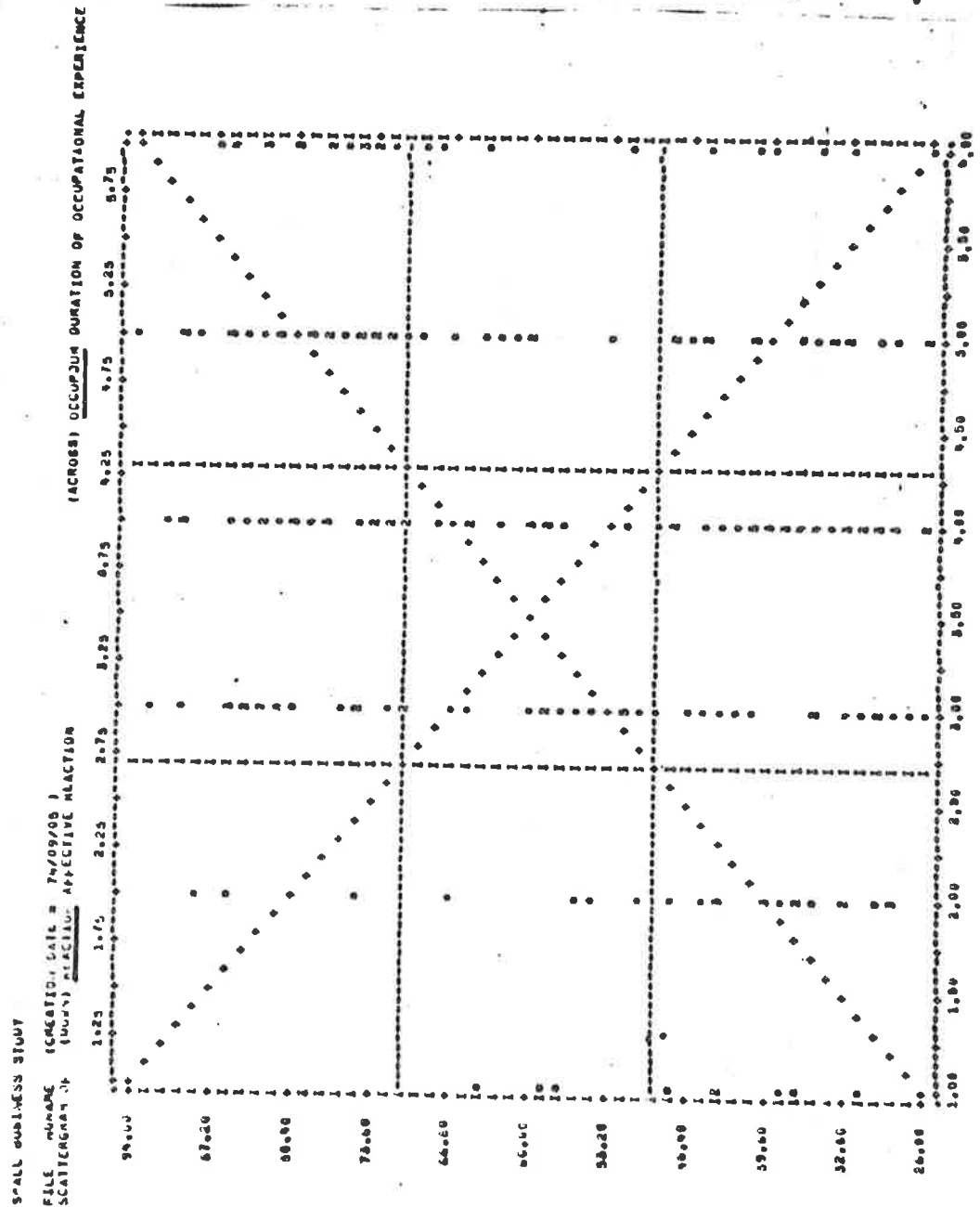


FIGURE H26 BUSINESS PERFORMANCE (PERFORMS) BY DURATION OF OCCUPATIONAL EXPERIENCE (OCCUPDUR) (HYPOTHESIS 26)

STATISTICS -

|                   |                          |                           |        |
|-------------------|--------------------------|---------------------------|--------|
| CORRELATION (R) - | .82010 R SQUARED         | .67268 SIGNIFICANCE R -   | .00001 |
| STD ERR OF EST -  | 16.61000 INTERCEPT (A) - | 16.00010 STD ERROR OF A - | 3.2100 |
| SIGNIFICANCE A -  | .00001 SLOPE (B) -       | 4.81977 STD ERROR OF B -  | .2634  |
| SIGNIFICANCE B -  | .00001                   |                           |        |
| PLOTTED VALUES -  | 850 EXCLUDED VALUES -    | 0 MISSING VALUES -        | 0      |

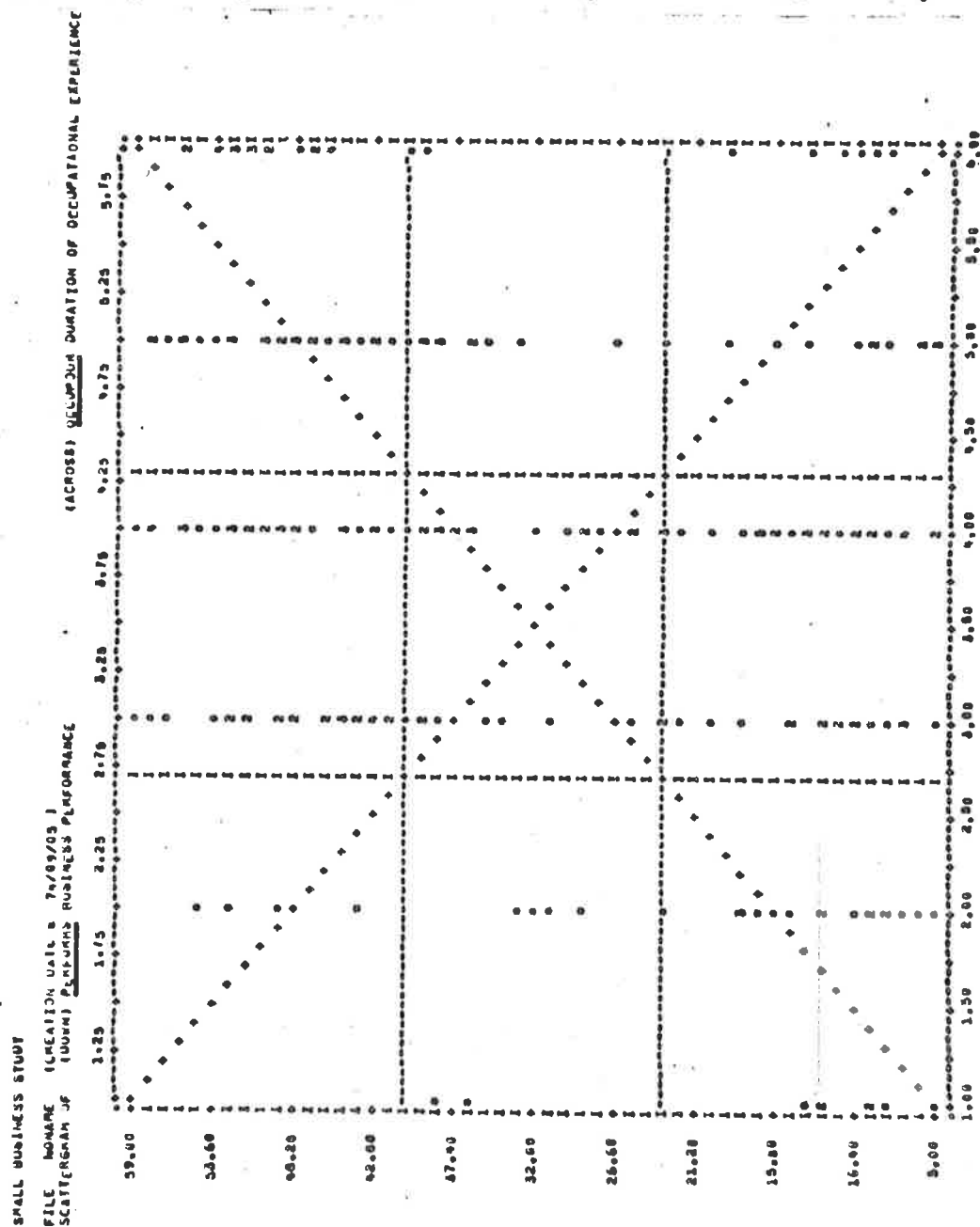


FIGURE H27 EXPRESSED ROLE SUCCESS MOTIVATION (MOTIVATE) BY  
RELEVANCE OF OCCUPATIONAL EXPERIENCE (OCCUPREL)  
(HYPOTHESIS 27)

## STATISTICS..

|                   |         |                   |         |                  |        |
|-------------------|---------|-------------------|---------|------------------|--------|
| CORRELATION (R) = | .40610  | R SQUARED =       | .16499  | SIGNIFICANCE A = | .00001 |
| STD ERR OF EST =  | 2.30670 | INTERCEPT (A) =   | 7.34710 | STD ERROR OF A = | .46802 |
| SIGNIFICANCE A =  | .00001  | SLOPE (B) =       | .66179  | STD ERROR OF B = | .04739 |
| SIGNIFICANCE B =  | .00001  |                   |         |                  |        |
| PLOTTED VALUES =  | 250     | EXCLUDED VALUES = | 0       | MISSING VALUES = | 0      |

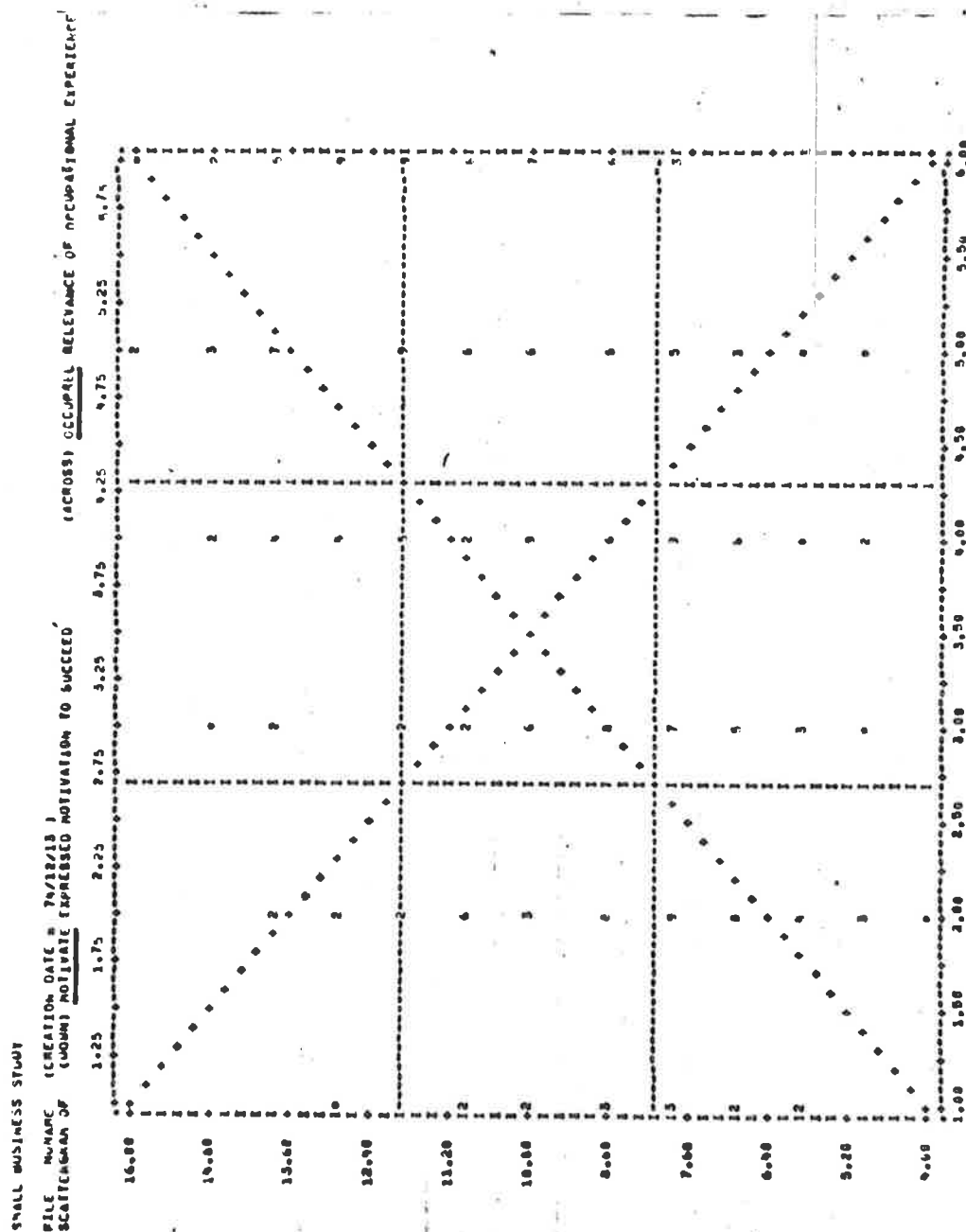


FIGURE H28 AFFECTIVE REACTION (REACTION) BY RELEVANCE OF  
OCCUPATIONAL EXPERIENCE (OCCUPREL)  
(HYPOTHESIS 28)

## STATISTICS..

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | .68966   | R SQUARED =       | .47355   | SIGNIFICANCE R = | .00001  |
| STD LMR OF EST =  | 15.02559 | INTERCEPT (A) =   | 23.88847 | STD ERROR OF A = | 2.05667 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       | 6.81167  | STD ERROR OF B = | .02790  |
| SIGNIFICANCE B =  | .00001   |                   |          |                  |         |
| PLOTTED VALUES =  | 890      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

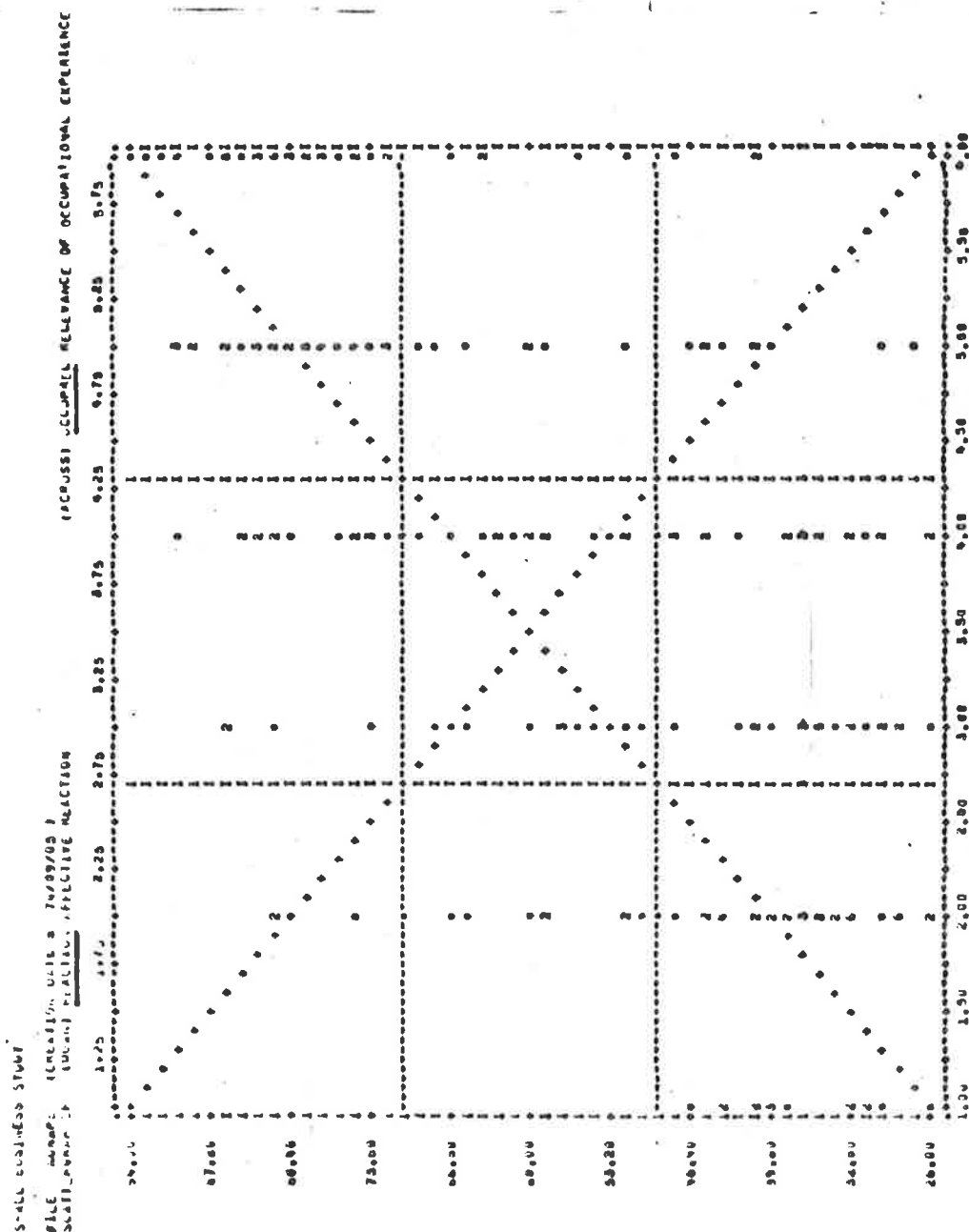


FIGURE H29 BUSINESS PERFORMANCE (PERFORMS) BY RELEVANCE OF  
OCCUPATIONAL EXPERIENCE (OCCUPREL) (HYPOTHESIS 29)

|                   |          |                   |         |                  |         |
|-------------------|----------|-------------------|---------|------------------|---------|
| STATISTICS..      |          |                   |         |                  |         |
| CORRELATION (R) = | .71487   | R SQUARED =       | .01061  | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 12.80139 | INTERCEPT (A) =   | 2.66897 | STD ERROR OF A = | 2.79199 |
| SIGNIFICANCE A =  | .80368   | SLOPE (B) =       | 8.87395 | STD ERROR OF B = | .06199  |
| SIGNIFICANCE B =  | .00001   |                   |         |                  |         |
| PLOTTED VALUES =  | 289      | EXCLUDED VALUES = | 0       | MISSING VALUES = | 0       |

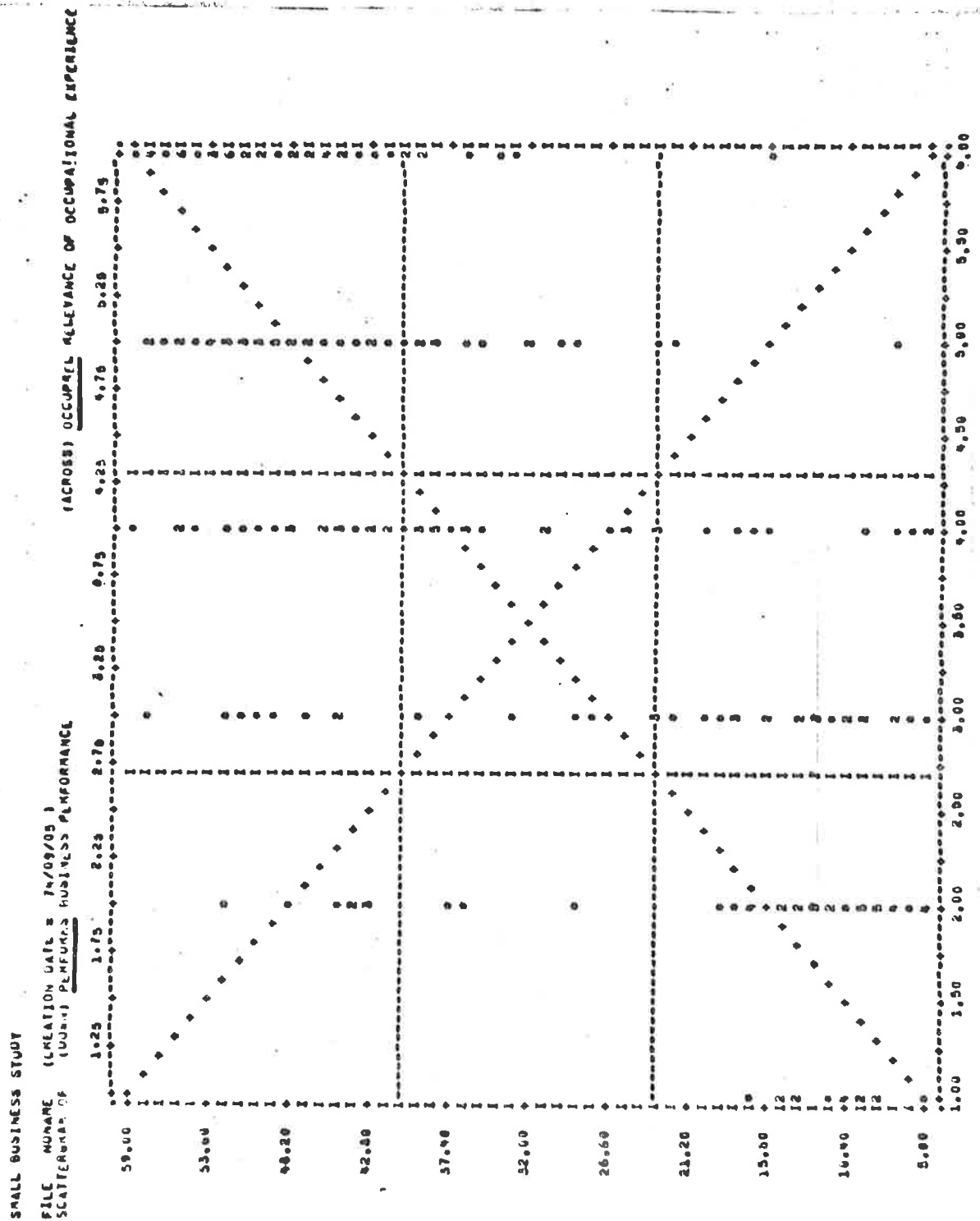


FIGURE H31 EXPRESSED ROLE SUCCESS MOTIVATION (MOTIVATE) BY  
DURATION OF MANAGERIAL EXPERIENCE (MANAGDUR)  
(HYPOTHESIS 31)

## STATISTICS..

|                   |         |                   |         |                  |        |
|-------------------|---------|-------------------|---------|------------------|--------|
| CORRELATION (R) - | .31175  | R SQUARED -       | .097164 | SIGNIFICANCE R - | .31064 |
| STD ERR OF EST -  | 2.49923 | INTERCEPT (A) -   | 6.46376 | STD ERROR OF A - | .33976 |
| SIGNIFICANCE A -  | .00001  | SLOPE (B) -       | .31968  | STD ERROR OF B - | .14092 |
| SIGNIFICANCE B -  | .00001  |                   |         |                  |        |
| PLOTTED VALUES -  | 230     | EXCLUDED VALUES - | 0       | MISSING VALUES - | 0      |

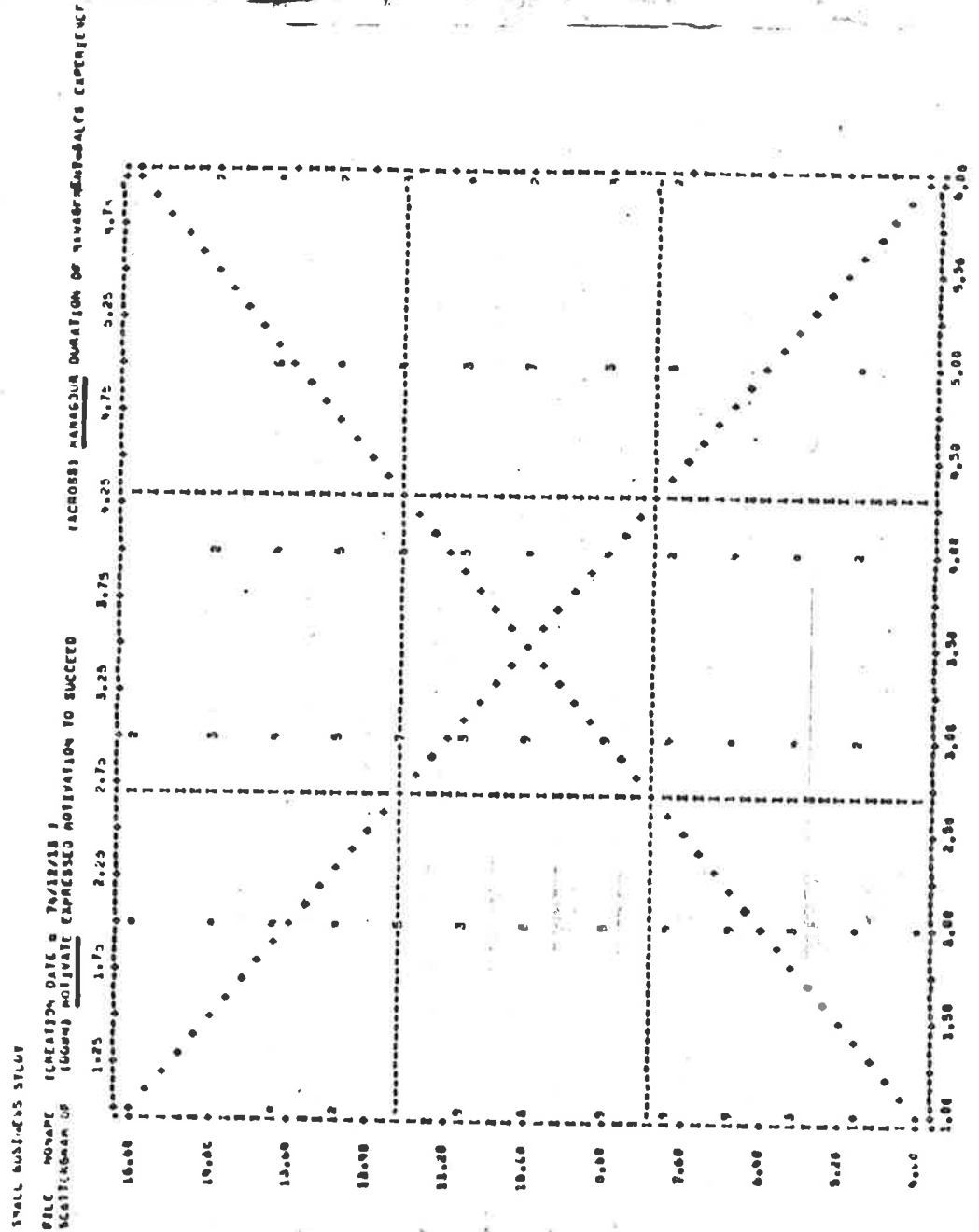


FIGURE H32 AFFECTIVE REACTION (REACTION) BY DURATION OF  
MANAGERIAL EXPERIENCE (MANAGDUR) (HYPOTHESIS 32)

## STATISTICS..

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | .57861   | R SQUARED =       | .33478   | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 16.90522 | INTERCEPT (A) =   | 66.27098 | STD ERROR OF A = | 2.01366 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       | 7.92801  | STD ERROR OF B = | .17966  |
| SIGNIFICANCE B =  | .00001   |                   |          |                  |         |
| PLOTTED VALUES =  | 890      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

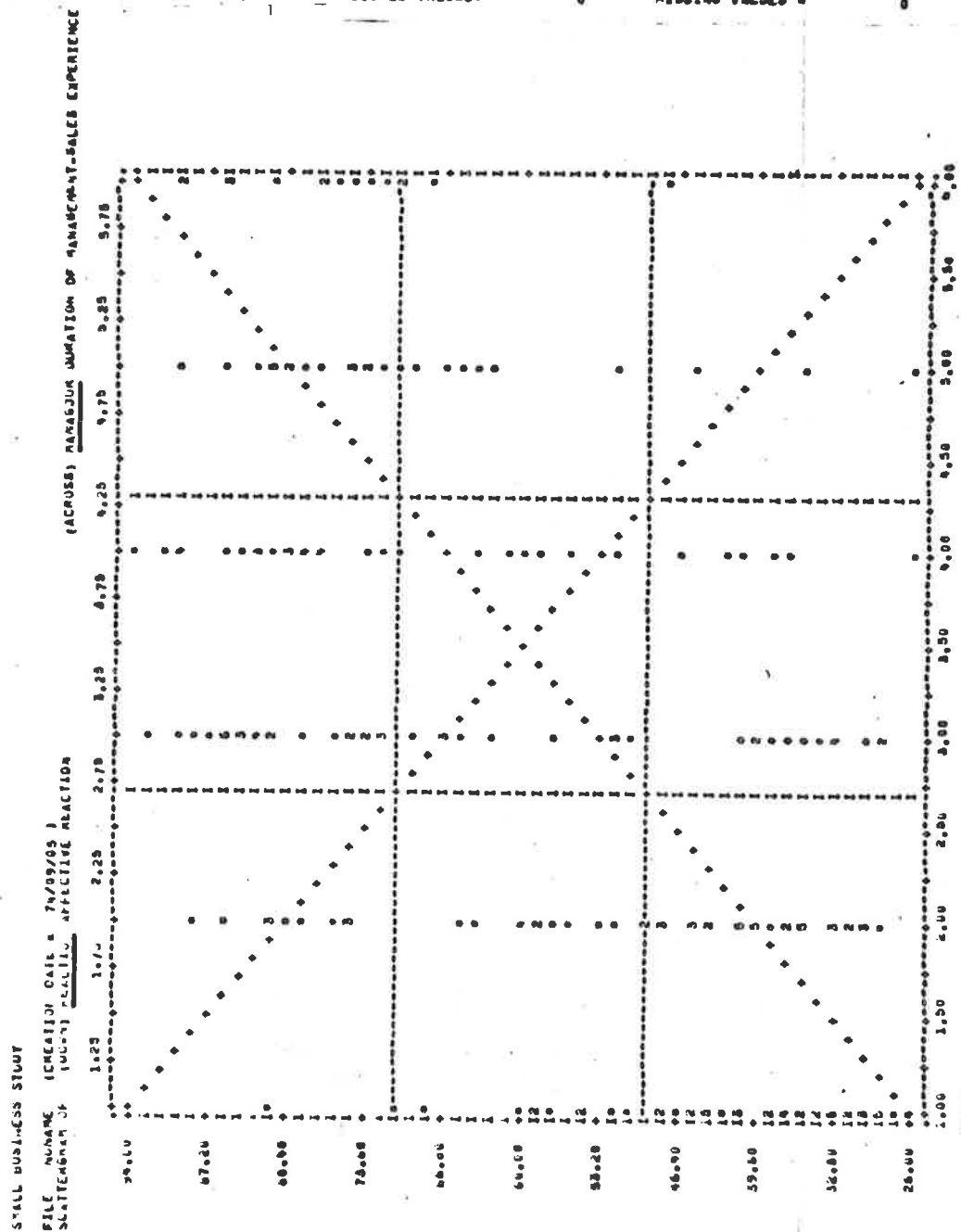


FIGURE H33 BUSINESS PERFORMANCE (PERFORMS) BY DURATION OF  
MANAGERIAL EXPERIENCE (MANAGDUR) (HYPOTHESIS 33)

## STATISTICS..

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | .87697   | R SQUARED =       | .76801   | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 14.86846 | INTERCEPT (A) =   | 19.60050 | STD ERROR OF A = | 1.76019 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       | 6.00126  | STD ERROR OF B = | .26137  |
| SIGNIFICANCE B =  | .00001   |                   |          |                  |         |
| PLOTTED VALUES =  | 280      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

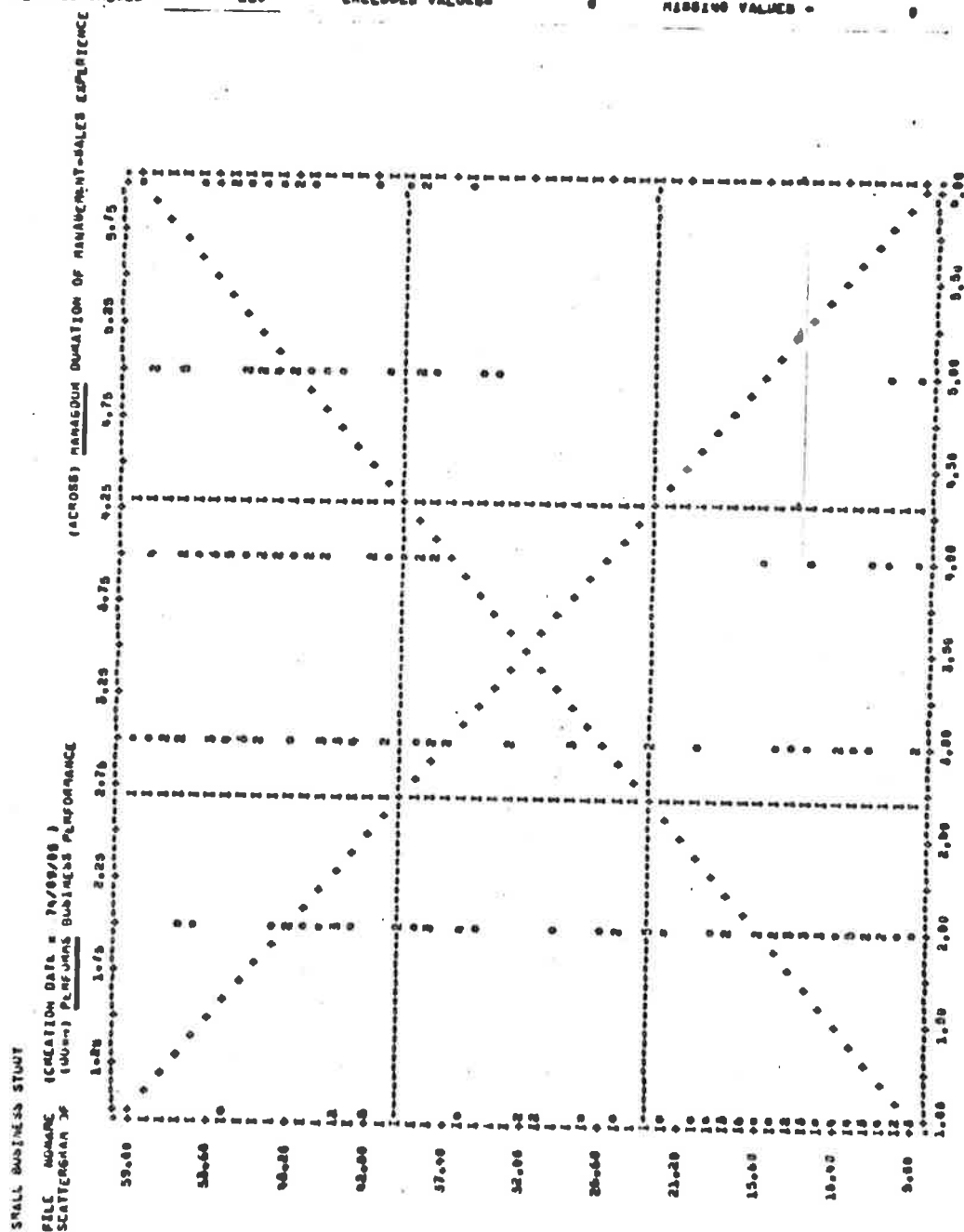


FIGURE H34 EXPRESSED ROLE SUCCESS MOTIVATION (MOTIVATE) BY RELEVANCE OF MANAGERIAL EXPERIENCE (MANAGREL) (HYPOTHESIS 34)

## STATISTICS..

|                   |         |                   |         |                  |        |
|-------------------|---------|-------------------|---------|------------------|--------|
| CORRELATION (R) = | .45611  | R SQUARED =       | .20804  | SIGNIFICANCE R = | .00001 |
| STD ERR OF EST =  | 2.32444 | INTERCEPT (A) =   | 7.69929 | STD ERROR OF A = | .51496 |
| SIGNIFICANCE A =  | .00001  | SLOPE (B) =       | .70254  | STD ERROR OF B = | .04704 |
| SIGNIFICANCE B =  | .00001  |                   |         |                  |        |
| PLOTTED VALUES =  | 250     | EXCLUDED VALUES = | 0       | MISSING VALUES = | 0      |

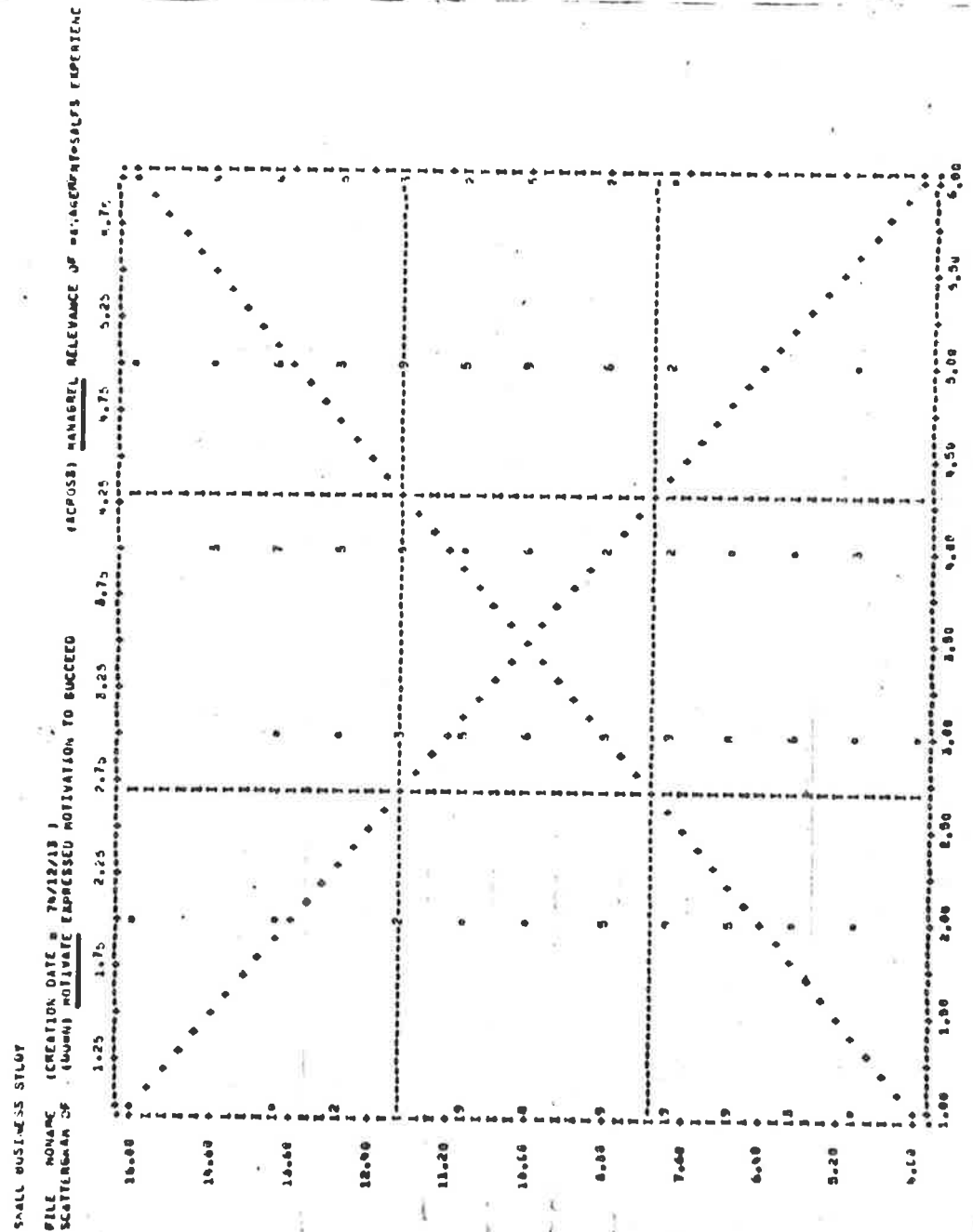


FIGURE H35 AFFECTIVE REACTION (REACTION) BY RELEVANCE OF  
MANAGERIAL EXPERIENCE (MANAGEREL) (HYPOTHESIS 35)

## STATISTICS..

CORRELATION (R) =

.71092 R SQUARED

.50541 SIGNIFICANCE F =

.00001

STD ERR OF EST =

14.61791 INTERCEPT (A) =

60.62951 STD ERROR OF A =

8.40617

SIGNIFICANCE A =

.00001 SLOPE (B) =

0.71548 STD ERROR OF B =

.04767

SIGNIFICANCE B =

.00001

PLOTTED VALUES =

280

EXCLUDED VALUES =

0

MISSING VALUES =

0

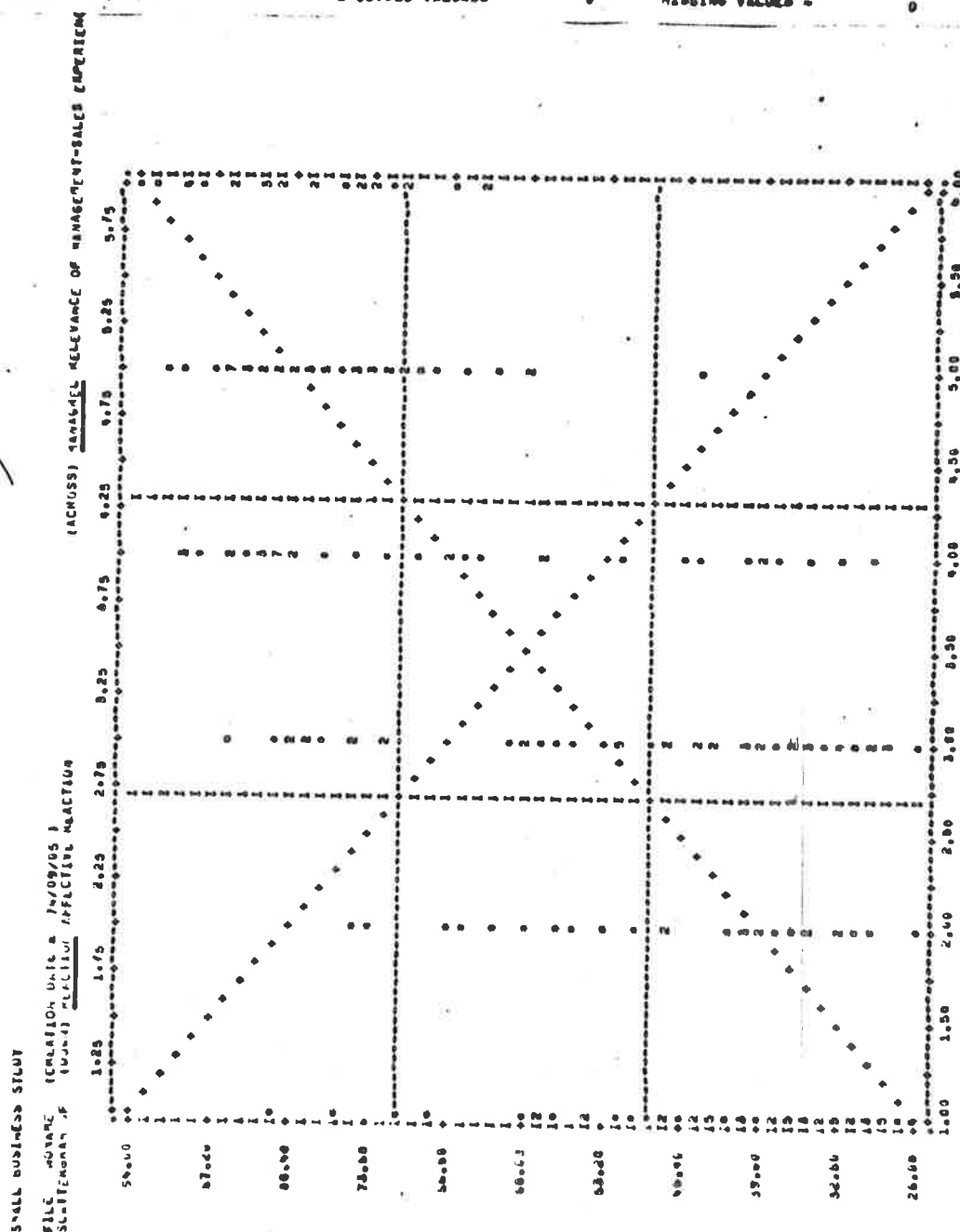


FIGURE H36 BUSINESS PERFORMANCE (PERFORMS) BY RELEVANCE OF  
MANAGERIAL EXPERIENCE (MANAGREL) (HYPOTHESIS 36)

## STATISTICS..

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | .67027   | R SQUARED =       | .44926   | SIGNIFICANCE A = | .00001  |
| STD ERR OF EST =  | 18.04967 | INTERCEPT (A) =   | 11.29888 | STD ERROR OF A = | 1.79979 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       | 6.98888  | STD ERROR OF B = | .78867  |
| SIGNIFICANCE B =  | .00001   |                   |          |                  |         |
| PLOTTED VALUES =  | 250      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

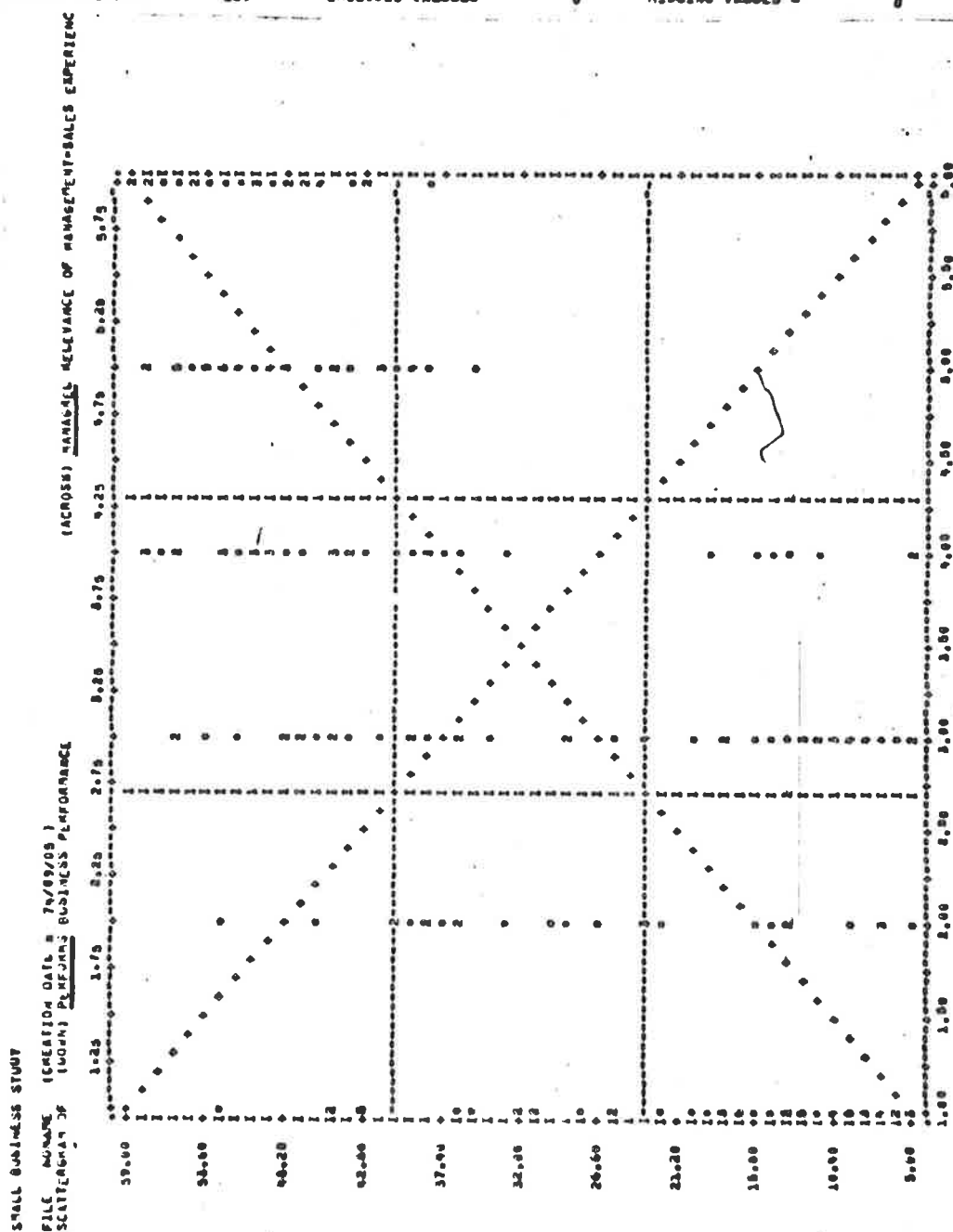


FIGURE H38 EXPRESSED ROLE SUCCESS MOTIVATION (MOTIVATE) BY DURATION OF OWNERSHIP EXPERIENCE (OWNERDUR) (HYPOTHESIS 38)

## STATISTICS..

|                   |          |                   |         |                  |        |
|-------------------|----------|-------------------|---------|------------------|--------|
| CORRELATION (R) - | .26157   | R SQUARED         | .06849  | SIGNIFICANCE R - | .00008 |
| STD ERR OF EST -  | 2.882108 | INTERCEPT (A) -   | 6.79980 | STD ERROR OF A - | 2.3132 |
| SIGNIFICANCE A -  | .00001   | SLOPE (B) -       | .90080  | STD ERROR OF B - | .21167 |
| SIGNIFICANCE B -  | .00008   |                   |         |                  |        |
| PLOTTED VALUES -  | 250      | EXCLUDED VALUES - | 0       | MISSING VALUES - | 1      |

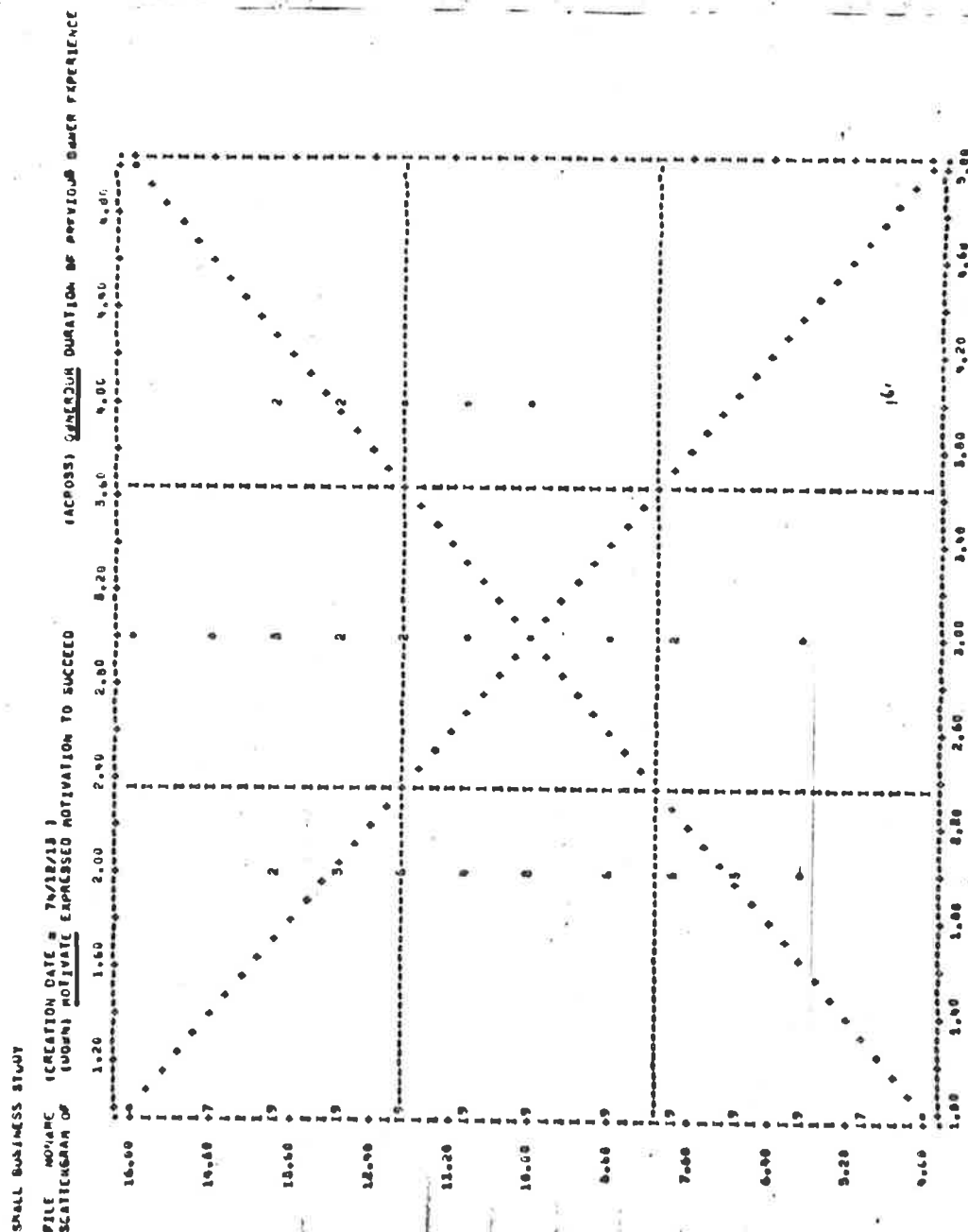


FIGURE H39 AFFECTIVE REACTION (REACTION) BY DURATION OF OWNERSHIP EXPERIENCE (OWNERDUR) (HYPOTHESIS 39)

## STATISTICS..

|                    |          |                   |          |                  |         |
|--------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) =  | .00000   | R SQUARED =       | .00000   | SIGNIFICANCE R = | .00000  |
| STD ERR OF EST =   | 19.00772 | INTERCEPT (A) =   | 47.72432 | STD ERROR OF A = | 2.49321 |
| SIGNIFICANCE A =   | .00000   | SLOPE (B) =       | 0.51904  | STD ERROR OF B = | 1.00000 |
| SIGNIFICANCE B =   | .00001   |                   |          |                  |         |
| UNPLOTTED VALUES = | 000      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

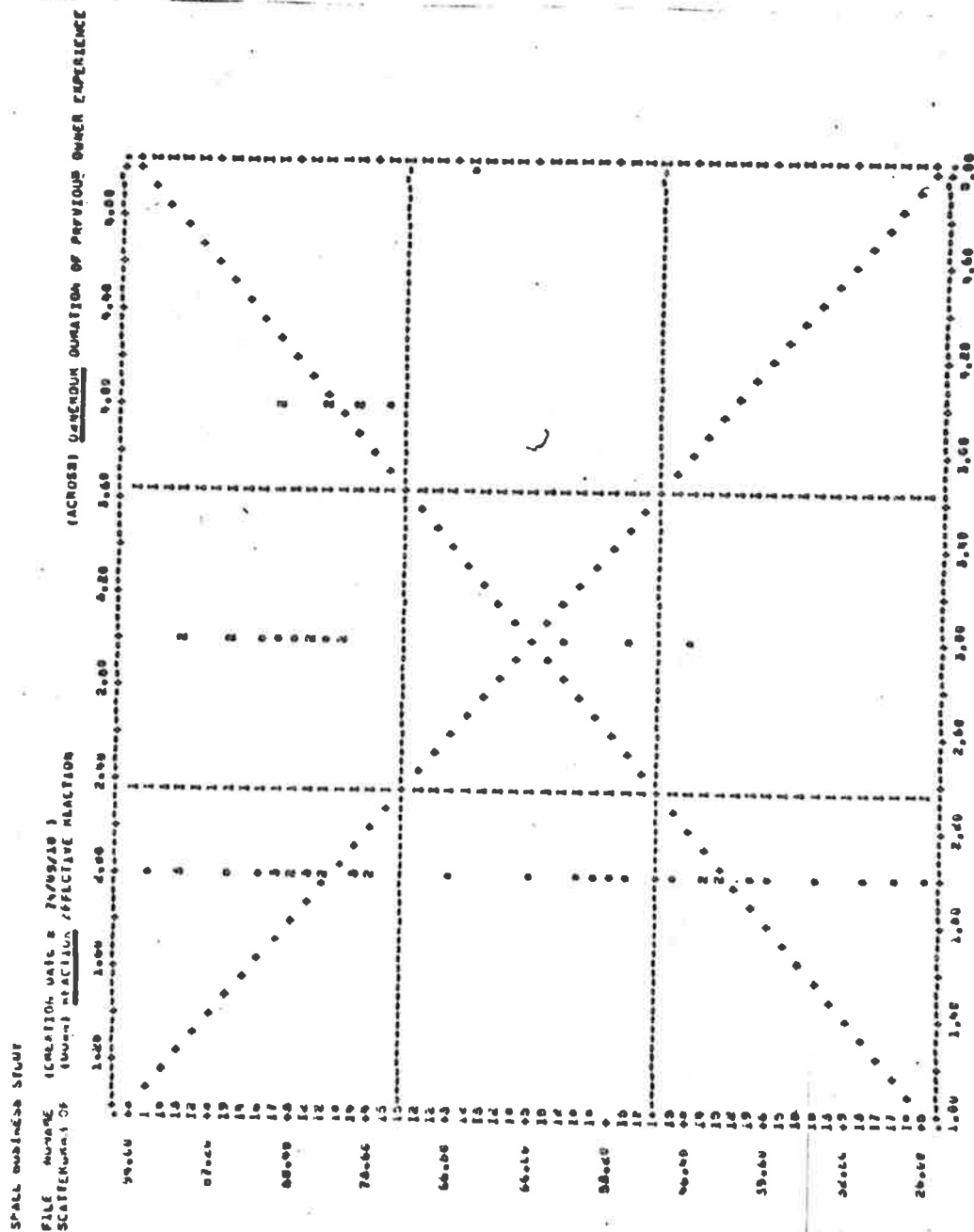


FIGURE H40 BUSINESS PERFORMANCE (PERFORMS) BY DURATION OF OWNERSHIP EXPERIENCE (OWNERDUR) (HYPOTHESIS 40)

## STATISTICS..

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | .80000   | R SQUARED =       | .64000   | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 15.86109 | INTERCEPT (A) =   | 29.84096 | STD ERROR OF A = | 2.71896 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       | 6.98078  | STD ERROR OF B = | 1.07169 |
| SIGNIFICANCE B =  | .00001   |                   |          |                  |         |
| PLOTTED VALUES =  | 200      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

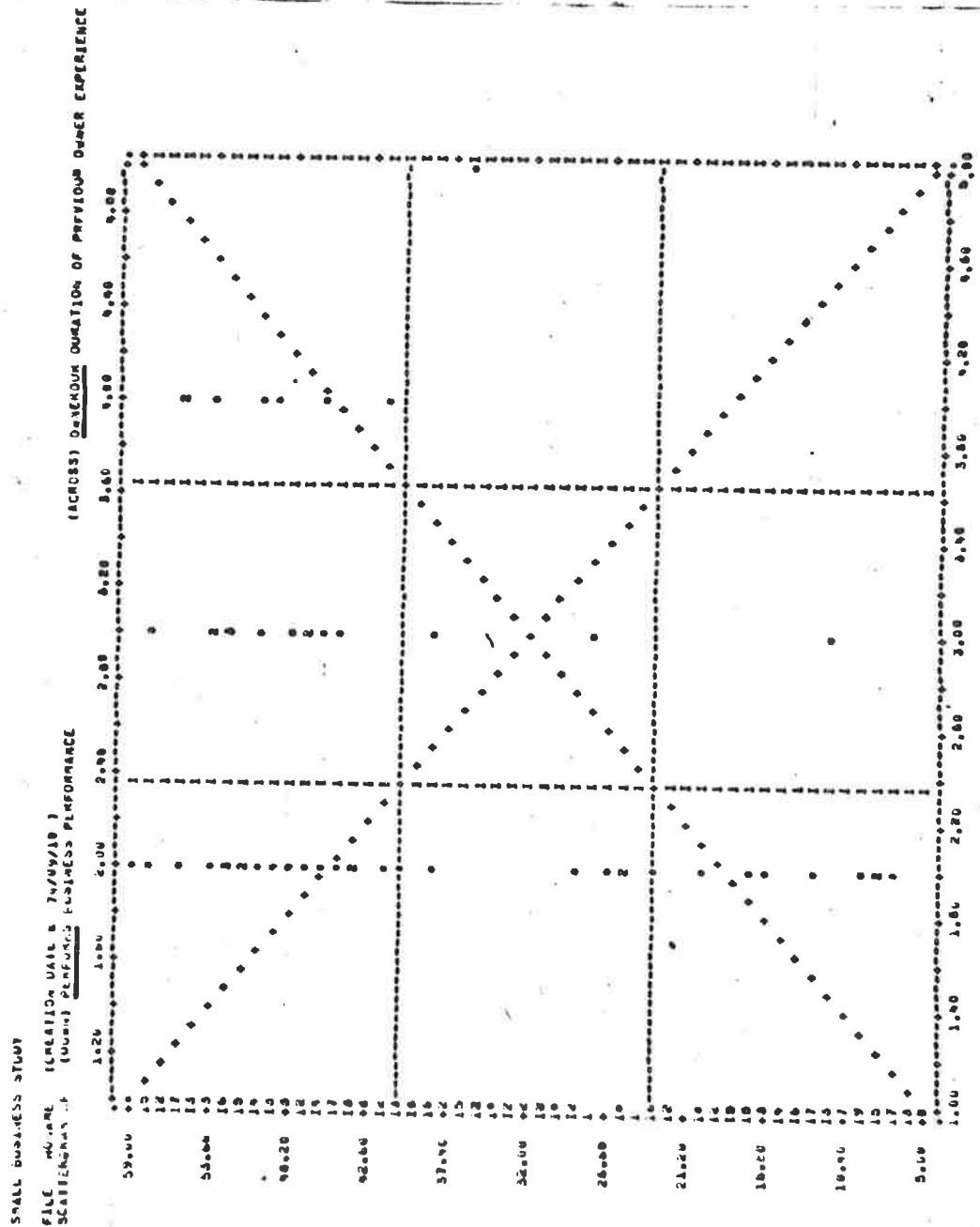


FIGURE H41 EXPRESSED ROLE SUCCESS MOTIVATION (MOTIVATE) BY  
RELEVANCE OF OWNERSHIP EXPERIENCE (OWNERREL)  
(HYPOTHESIS 41)

## STATISTICS..

|                   |         |                   |         |                  |        |
|-------------------|---------|-------------------|---------|------------------|--------|
| CORRELATION (R) = | .21267  | R SQUARED =       | .04516  | SIGNIFICANCE A = | .00072 |
| STD ERR OF EST =  | 2.55232 | INTERCEPT (A) =   | 9.66193 | STD ERROR OF A = | .14396 |
| SIGNIFICANCE A =  | .00001  | SLOPE (B) =       | .34001  | STD ERROR OF B = | .10163 |
| SIGNIFICANCE B =  | .00072  |                   |         |                  |        |
| PLOTTED VALUES =  | 250     | EXCLUDED VALUES = | 0       | MISSING VALUES = | 0      |

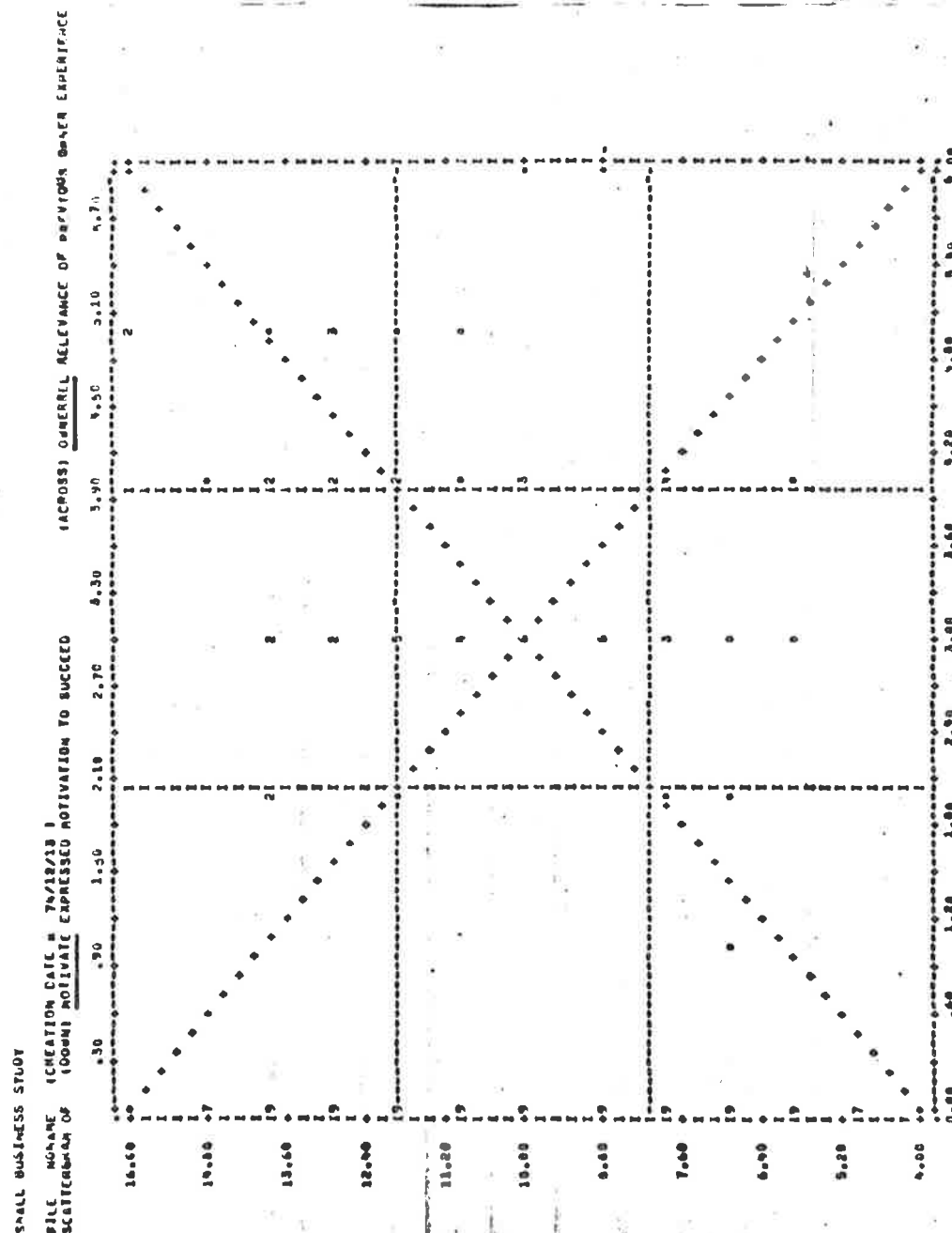


FIGURE H42 AFFECTIVE REACTION (REACTION) BY RELEVANCE OF OWNERSHIP EXPERIENCE (OWNERREL) (HYPOTHESIS 42)

|                   |          |                   |   |                  |                  |         |
|-------------------|----------|-------------------|---|------------------|------------------|---------|
| STATISTICS.       |          |                   |   |                  |                  |         |
| CORRELATION (R) - | .30090   | R SQUARED         | = | .09029           | SIGNIFICANCE R - | .00001  |
| STD ERR OF EST -  | 19.62030 | INTERCEPT (A)     | = | 55.77281         | STD ERROR OF A - | 1.82911 |
| SIGNIFICANCE A -  | .00001   | SLOPE (B)         | = | 3.91617          | STD ERROR OF B - | .78907  |
| SIGNIFICANCE B -  | .00001   |                   |   |                  |                  |         |
| PLOTTED VALUES -  | 880      | EXCLUDED VALUES - | 0 | MISSING VALUES - |                  | 0       |

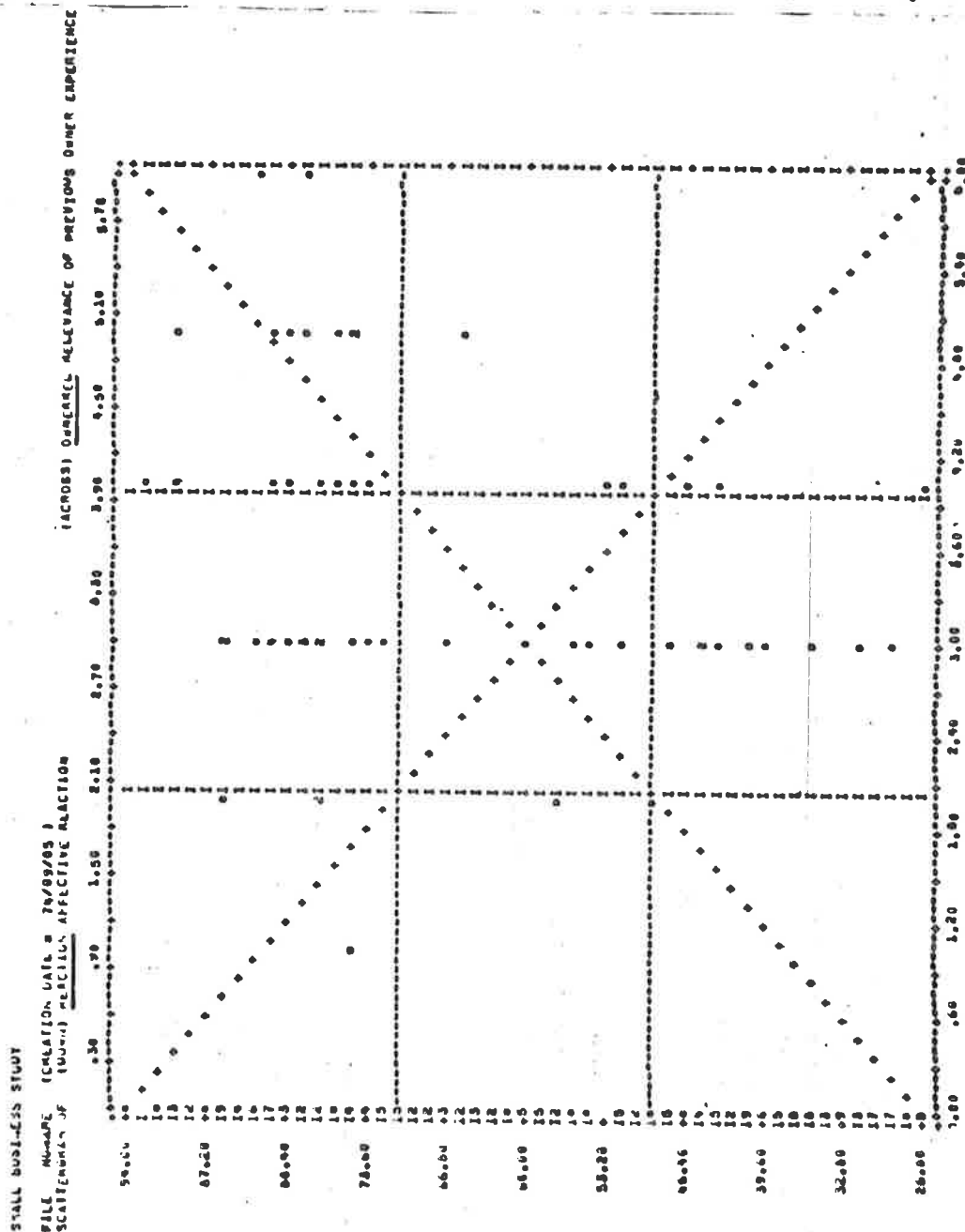


FIGURE H43 BUSINESS PERFORMANCE (PERFORMS) BY RELEVANCE OF OWNERSHIP EXPERIENCE (OWNERREL) (HYPOTHESIS 43)

## STATISTICS:

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | .27920   | R SQUARED =       | .07795   | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 16.88802 | INTERCEPT (A) =   | 31.22369 | STD ERROR OF A = | 1.41697 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       | 6.07871  | STD ERROR OF B = | .07237  |
| SIGNIFICANCE B =  | .00001   |                   |          |                  |         |
| PLOTTED VALUES =  | 850      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

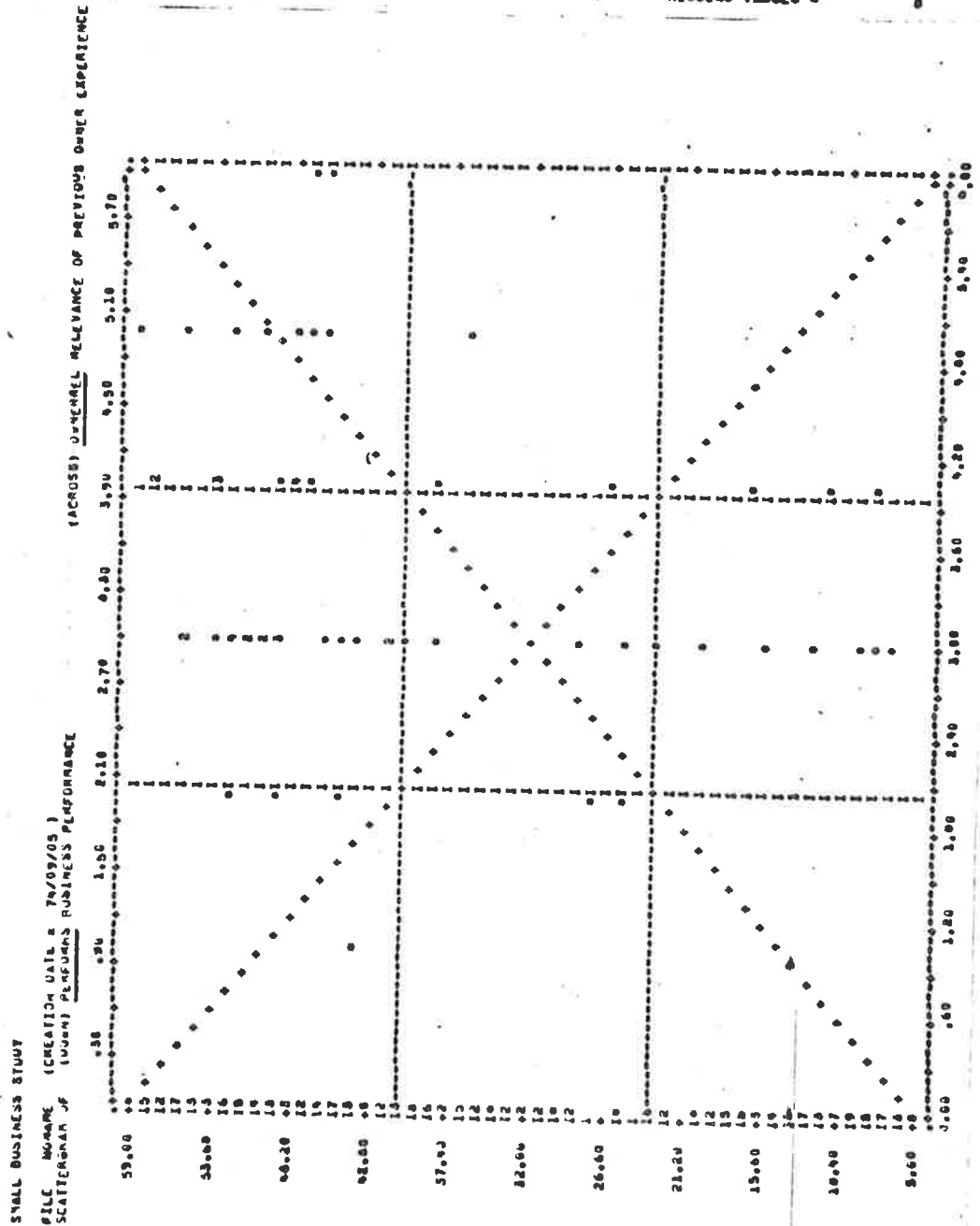


FIGURE H45a TOTAL PRE-DECISION WORK EXPERIENCE (PREXPERE) BY  
INNER-DIRECTED ROLE PERCEPTION (IODINNER)  
(HYPOTHESIS 45)

## STATISTICS..

|                   |         |                   |   |                  |                  |         |
|-------------------|---------|-------------------|---|------------------|------------------|---------|
| CORRELATION (R) - | .00086  | R SQUARED         | - | .00000           | SIGNIFICANCE R - | .00001  |
| STD ERR OF EST -  | 5.14282 | INTERCEPT (A) -   |   | .65699           | STD ERROR OF A - | 1.71428 |
| SIGNIFICANCE A -  | .70167  | SLOPE (B) -       |   | .95749           | STD ERROR OF B - | .04064  |
| SIGNIFICANCE B -  | .00001  |                   |   |                  |                  |         |
| PLOTTED VALUES -  | 850     | EXCLUDED VALUES - | 0 | MISSING VALUES - | 0                |         |

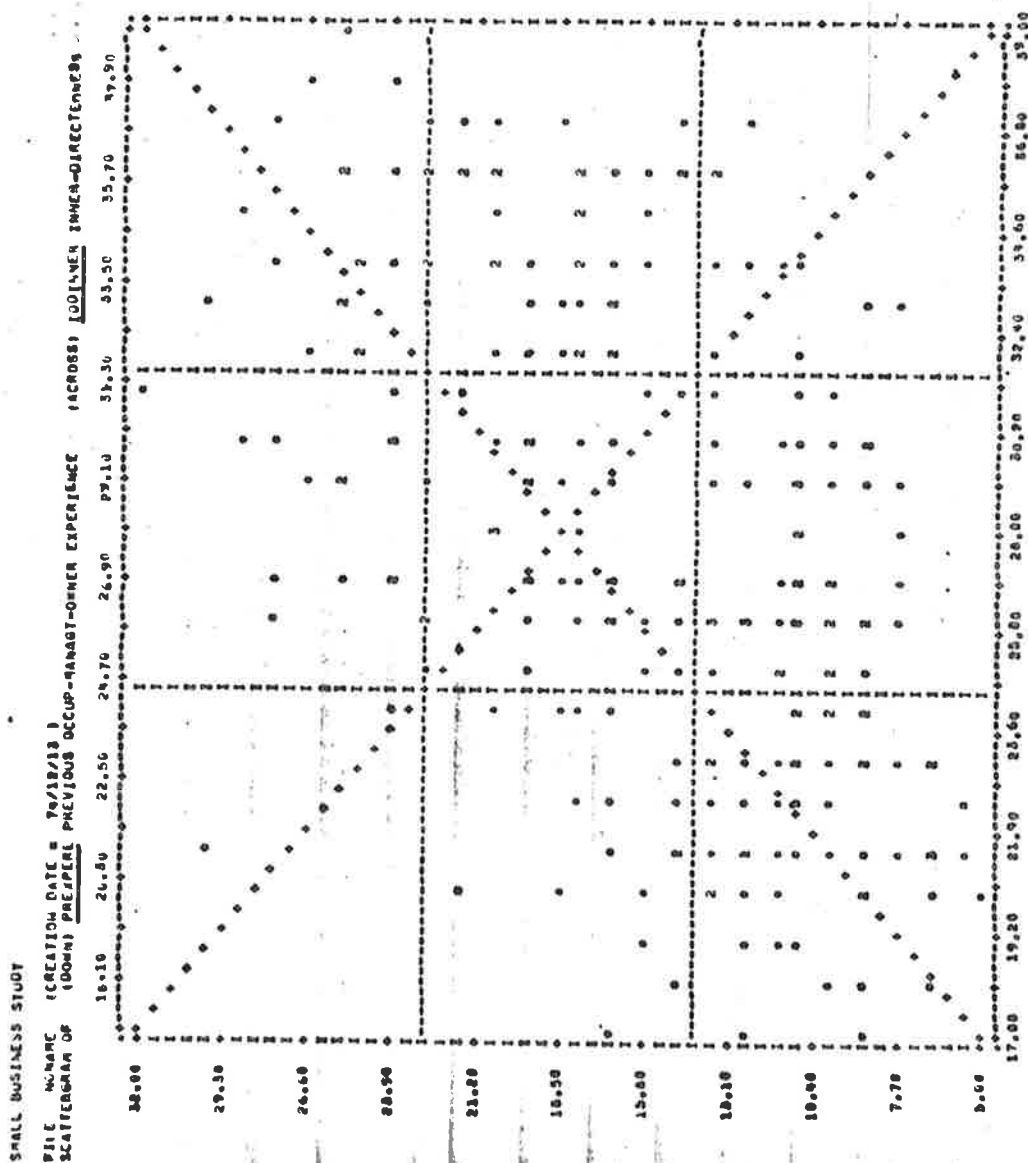


FIGURE H45b TOTAL PRE-DECISION WORK EXPERIENCE (PREXPERE) BY  
OTHER-DIRECTED ROLE PERCEPTION (IODOTHER)  
(HYPOTHESIS 45)

## STATISTICS..

|                   |         |                   |   |                  |                  |         |
|-------------------|---------|-------------------|---|------------------|------------------|---------|
| CORRELATION (R) = | -.44730 | R SQUARED         | = | .20007           | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 8.33000 | INTERCEPT (A) =   |   | 32.45887         | STD ERROR OF A = | 2.09918 |
| SIGNIFICANCE A =  | .00001  | SLOPE (B) =       |   | -.00270          | STD ERROR OF B = | .07394  |
| SIGNIFICANCE B =  | .00001  |                   |   |                  |                  |         |
| PLOTTED VALUES =  | 250     | EXCLUDED VALUES = | 0 | MISSING VALUES = | 0                |         |

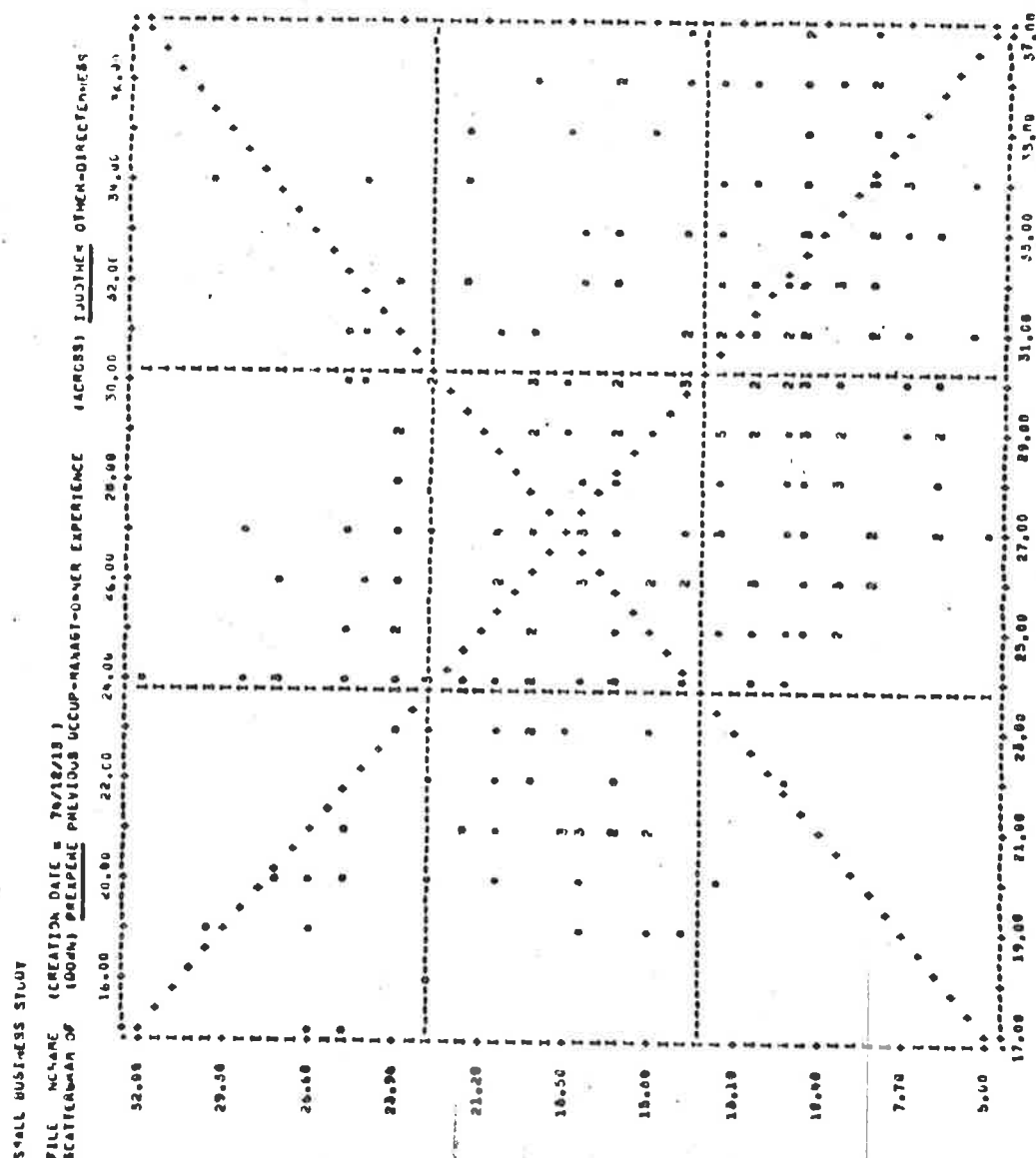


FIGURE H46a BUSINESS PERFORMANCE (PERFORMS) BY TOTAL OWNERSHIP EXPERIENCE (PREOWNER) (HYPOTHESIS 46)

## STATISTICS..

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | .20092   | R SQUARED =       | .00347   | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 10.05439 | INTERCEPT (A) =   | 20.90910 | STD ERROR OF A = | 1.79906 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       | 2.22229  | STD ERROR OF B = | .06760  |
| SIGNIFICANCE B =  | .00001   |                   |          |                  |         |
| PLOTTED VALUES =  | 250      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

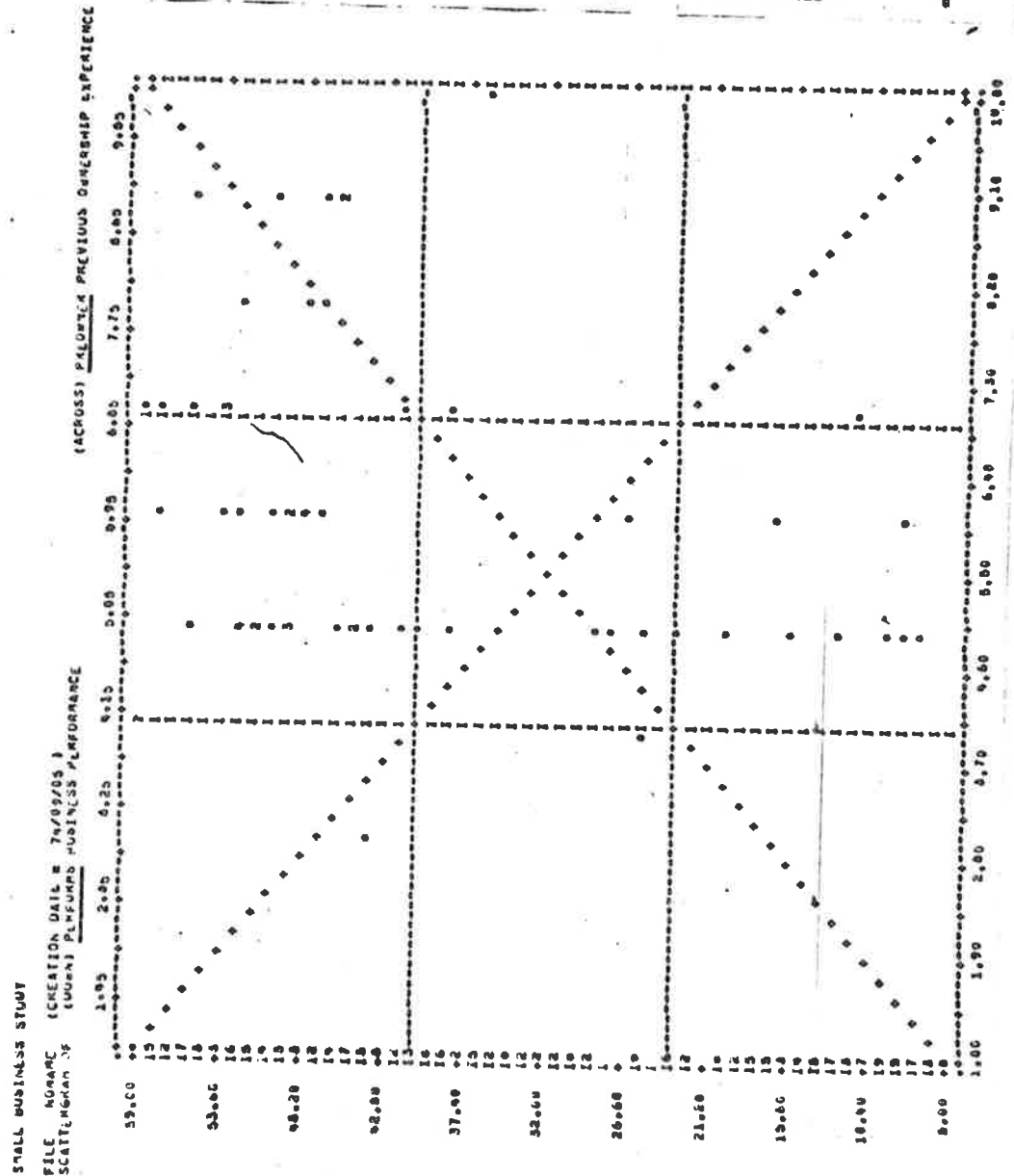


FIGURE H46b BUSINESS PERFORMANCE (PERFORMS) BY TOTAL MANAGERIAL EXPERIENCE (PREMANAG) (HYPOTHESIS 46)

STATISTICS:

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | .64562   | R SQUARED =       | .41684   | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 10.12204 | INTERCEPT (A) =   | 10.11095 | STD ERROR OF A = | 1.05561 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       | 0.87879  | STD ERROR OF B = | .27579  |
| SIGNIFICANCE B =  | .00001   |                   |          |                  |         |
| PLOTTED VALUES =  | 250      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

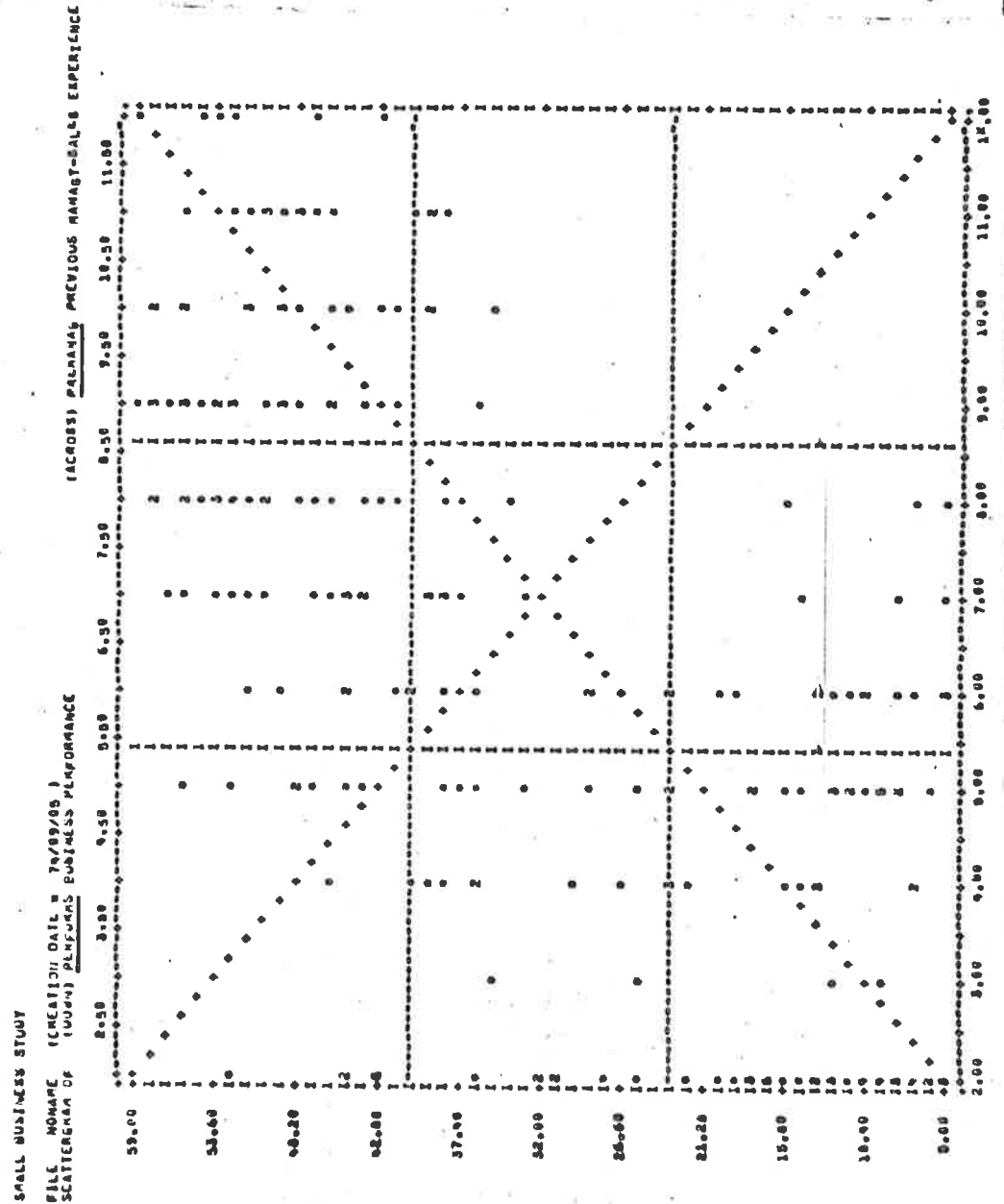


FIGURE H46c BUSINESS PERFORMANCE (PERFORMS) BY TOTAL OCCUPATIONAL EXPERIENCE (PREOCCUP) (HYPOTHESIS 46)

STATISTICS..

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | .66241   | R SQUARED =       | .43879   | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 18.17805 | INTERCEPT (A) =   | -5.16096 | STD ERROR OF A = | 2.72896 |
| SIGNIFICANCE A =  | .07899   | SLOPE (B) =       | 5.80738  | STD ERROR OF B = | .89959  |
| SIGNIFICANCE B =  | .00001   |                   |          |                  |         |
| PLOTTED VALUES =  | 250      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

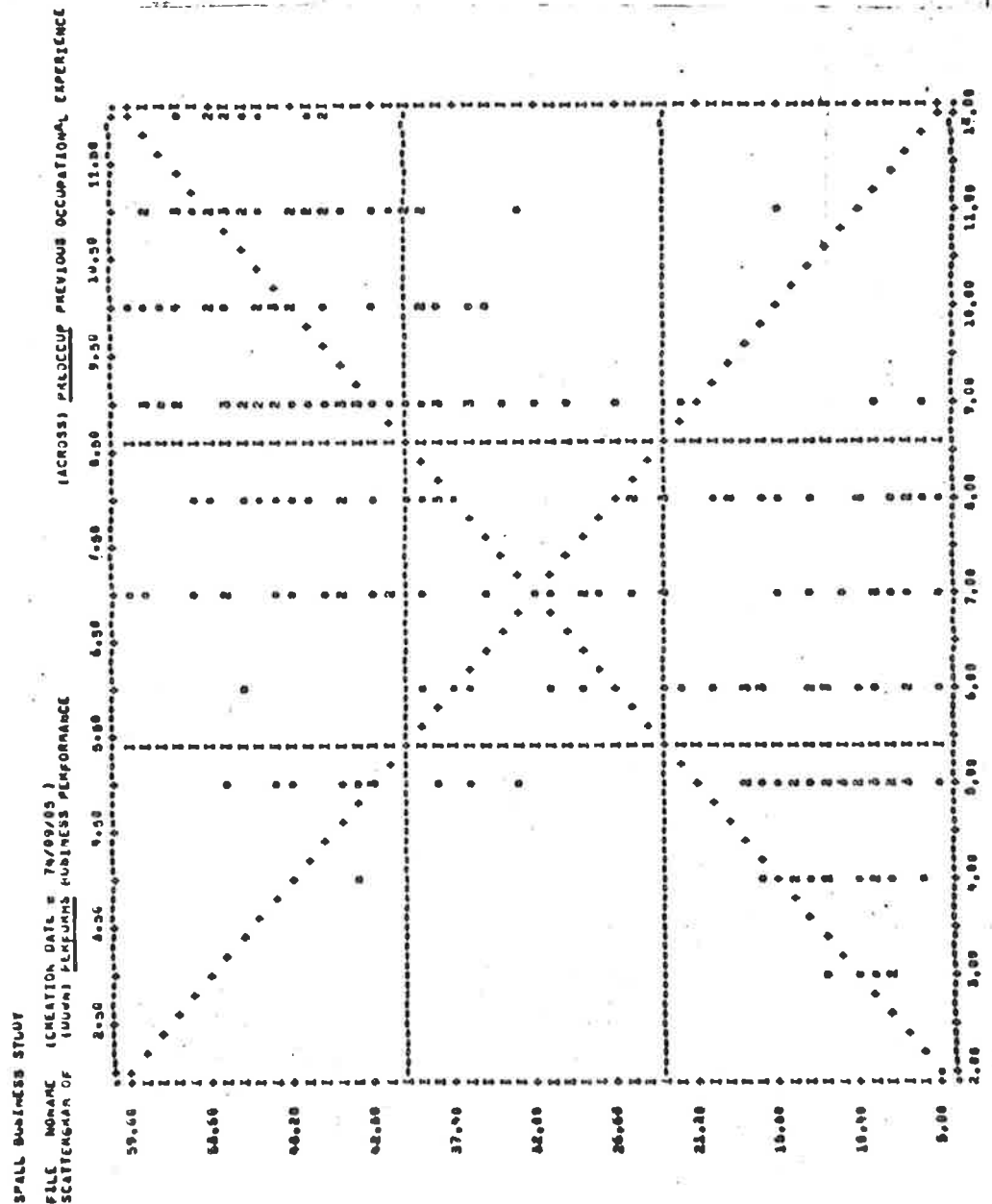


FIGURE H47 EXPRESSED ROLE SUCCESS MOTIVATION (MOTIVATE) BY AGE OF ENTRY TO OWNERSHIP (AGESTART) (HYPOTHESIS 47)

## STATISTICS..

|                   |         |                   |         |                  |        |
|-------------------|---------|-------------------|---------|------------------|--------|
| CORRELATION (R) = | .00006  | R SQUARED =       | .00007  | SIGNIFICANCE F = | .99991 |
| STD ERR OF EST =  | 8.61106 | INTERCEPT (A) =   | 9.92164 | STD ERROR OF A = | .99130 |
| SIGNIFICANCE A =  | .00001  | SLOPE (B) =       | .02098  | STD ERROR OF B = | .15529 |
| SIGNIFICANCE B =  | .69291  |                   |         |                  |        |
| PLOTTED VALUES =  | 280     | EXCLUDED VALUES = | 0       | MISSING VALUES = | 0      |

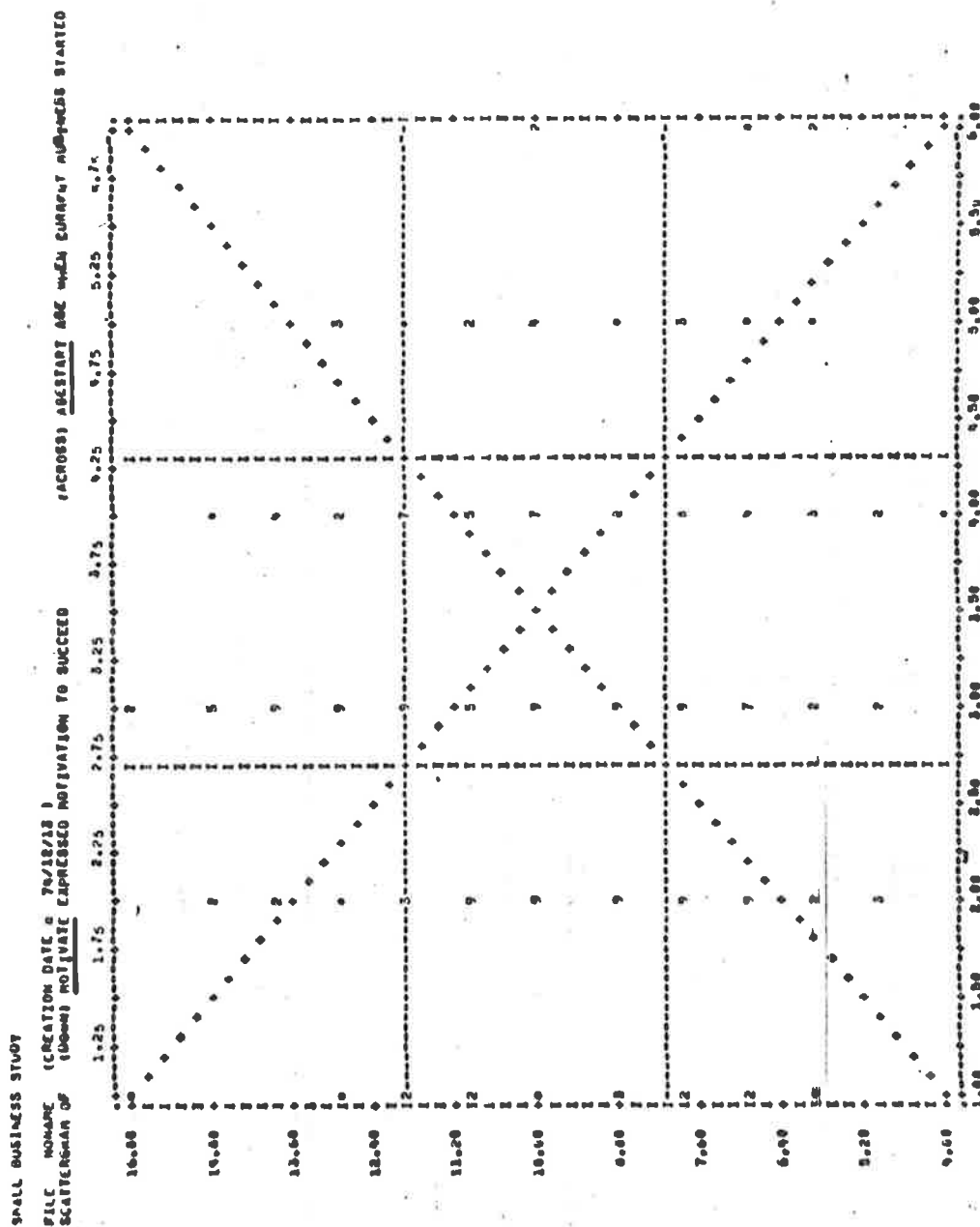


FIGURE H48 AFFECTIVE REACTION (REACTION) BY AGE OF ENTRY TO OWNERSHIP (AGESTART) (HYPOTHESIS 48)

## STATISTICS..

|                   |          |                   |   |                  |                  |         |
|-------------------|----------|-------------------|---|------------------|------------------|---------|
| CORRELATION (R) = | .12835   | R SQUARED         | = | .01649           | SIGNIFICANCE R = | .98753  |
| STD ERR OF EST =  | 20.63727 | INTERCEPT (A) =   |   | 52.18959         | STD ERROR OF A = | 2.06826 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       |   | 2.34309          | STD ERROR OF B = | 1.02590 |
| SIGNIFICANCE B =  | .06733   |                   |   |                  |                  |         |
| PLOTTED VALUES =  | 280      | EXCLUDED VALUES = | 0 | MISSING VALUES = | 0                |         |

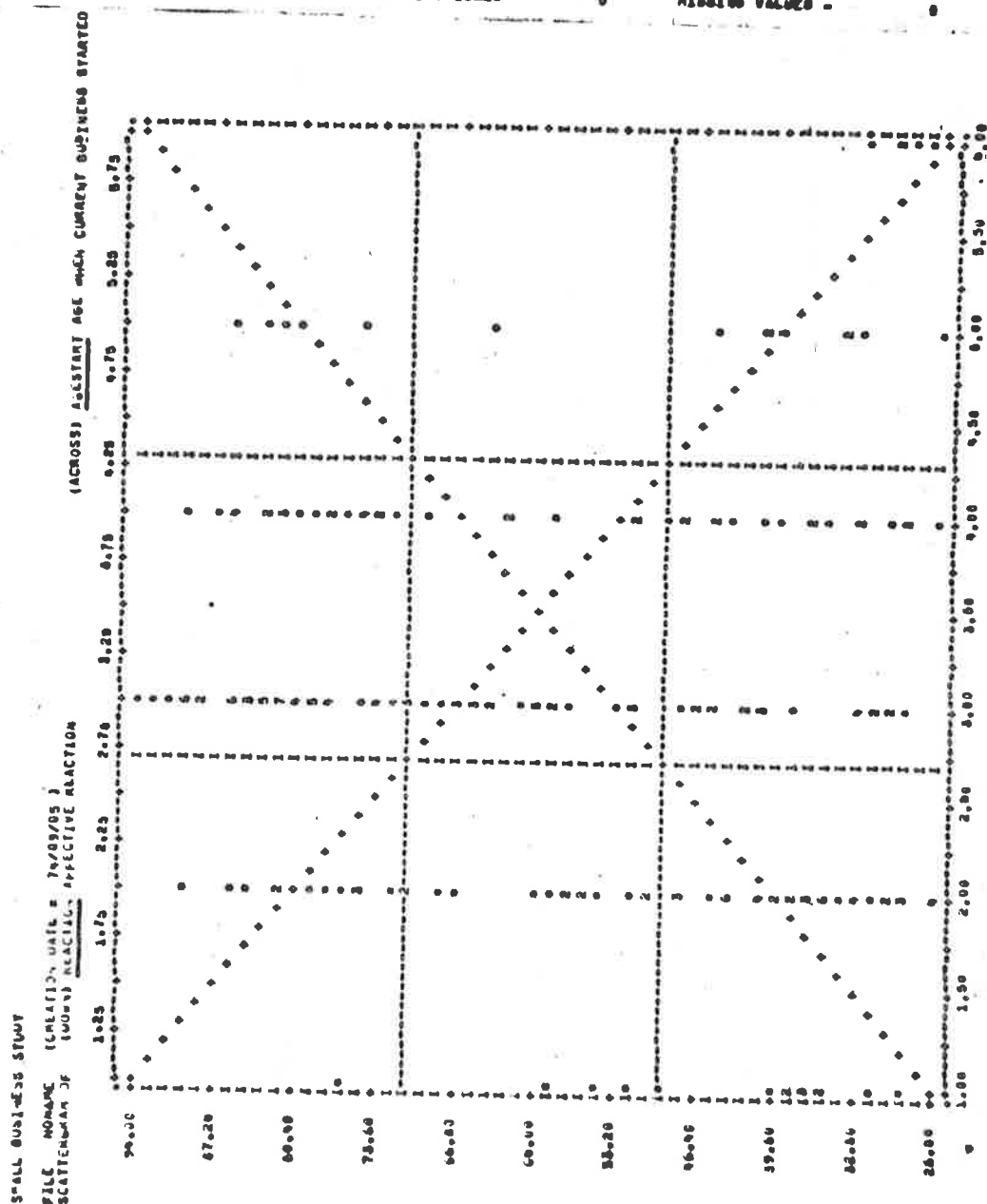


FIGURE H49 BUSINESS PERFORMANCE (PERFORMS) BY AGE OF ENTRY TO OWNERSHIP (AGESTART) (HYPOTHESIS 49)

## STATISTICS..

CORRELATION (R) =

.21888 R SQUARED

.81811 SIGNIFICANCE H =

.00881

STD ERR OF EST =

17.47751 INTERCEPT (A) =

28.49766 STD ERROR OF A =

3.46796

SIGNIFICANCE A =

.00001 SLOPE (B) =

1.81157 STD ERROR OF B =

1.08911

SIGNIFICANCE B =

.00251

PLOTTED VALUES =

250

EXCLUDED VALUES =

0

MISSING VALUES =

0

SMALL BUSINESS STUDY

FILE NUMBER 16/09/05 /

SCATTERGRAM OF (Y) PERFORMS BUSINESS PERFORMANCE

(X) AGE WHEN CURRENT BUSINESS STARTED

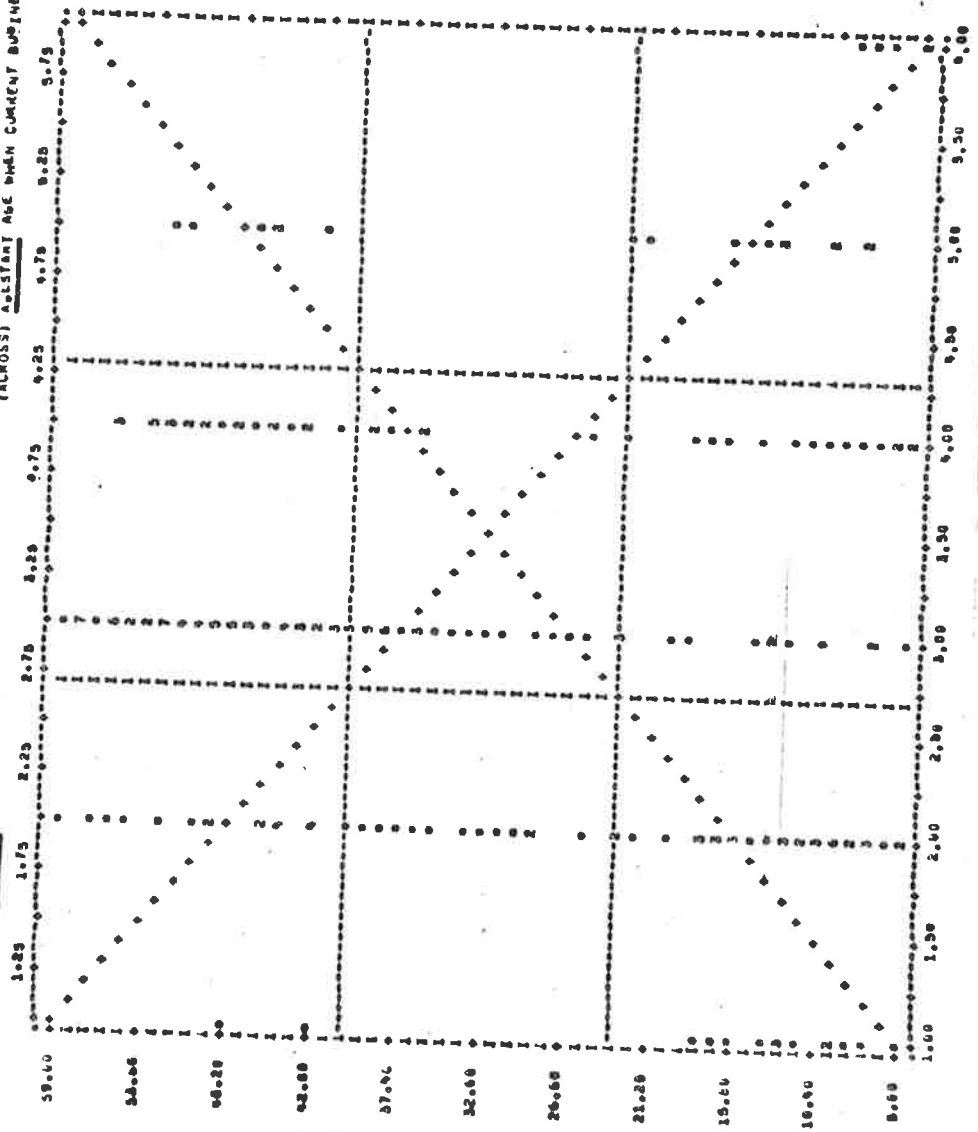


FIGURE H50 EXPRESSED ROLE SUCCESS MOTIVATION (MOTIVATE) BY  
EDUCATION LEVEL COMPLETED (EDULEVEL) (HYPOTHESIS 50)

## STATISTICS..

|                   |         |                   |         |                  |       |
|-------------------|---------|-------------------|---------|------------------|-------|
| CORRELATION (R) - | .15745  | R SQUARED         | .02479  | SIGNIFICANCE A - | .0124 |
| STD ERR OF EST -  | 2.57930 | INTERCEPT (a) -   | 8.99646 | STD ERROR OF A - | .9257 |
| SIGNIFICANCE A -  | .00001  | SLOPE (b) -       | .17839  | STD ERROR OF B - | .0710 |
| SIGNIFICANCE B -  | .01266  |                   |         |                  |       |
| PLOTTED VALUES -  | 250     | EXCLUDED VALUES - | 0       | MISSING VALUES - | 0     |

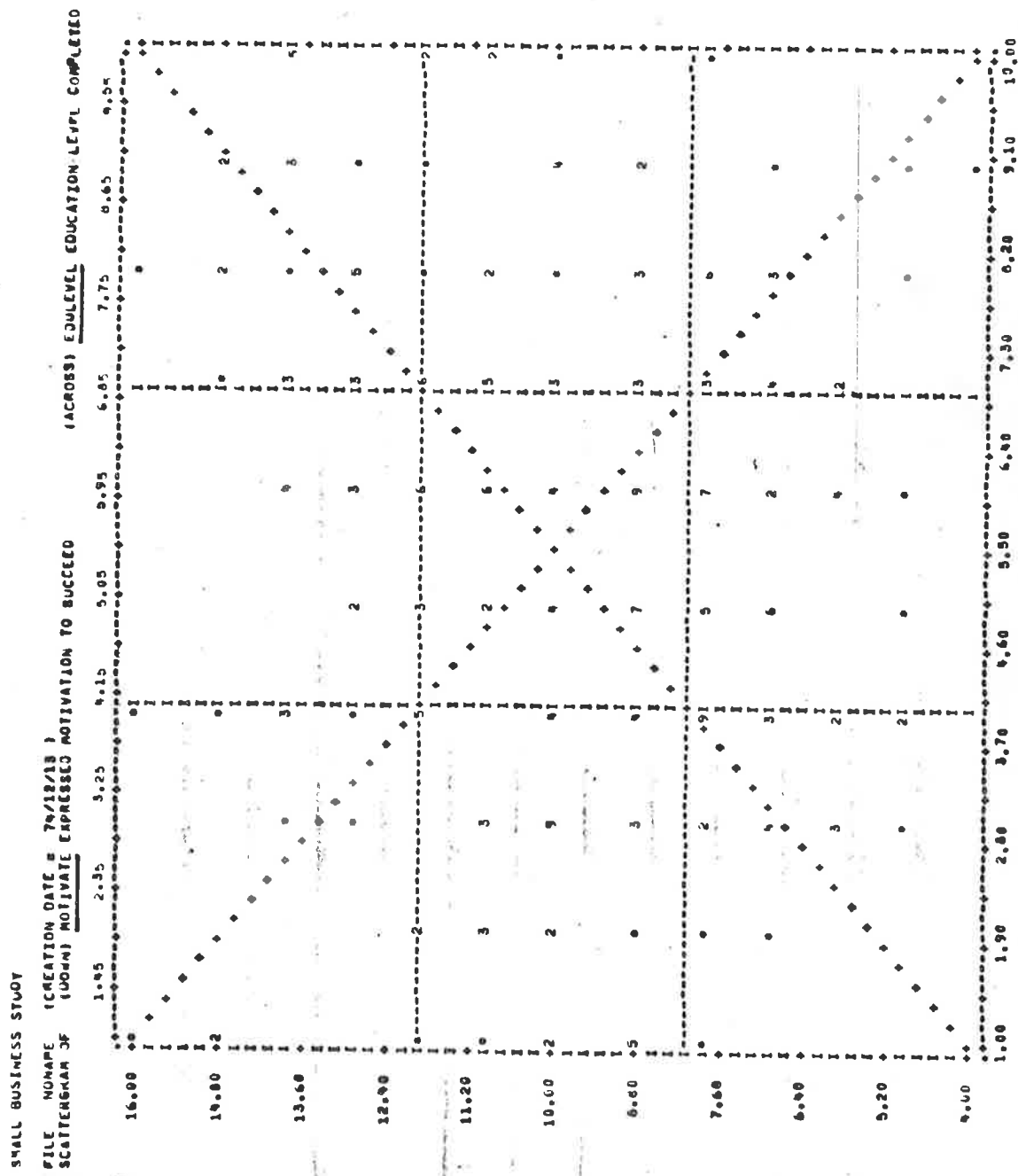


FIGURE H51 AFFECTIVE REACTION (REACTION) BY EDUCATION LEVEL COMPLETED (EDULEVEL) (HYPOTHESIS 51)

## STATISTICS..

|                   |          |                   |   |                  |                  |         |
|-------------------|----------|-------------------|---|------------------|------------------|---------|
| CORRELATION (R) = | .10323   | R SQUARED         | = | .01066           | SIGNIFICANCE R = | .30340  |
| STD ERR OF EST =  | 20.67740 | INTERCEPT (A) =   |   | 34.01912         | STD ERROR OF A = | 2.71332 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       |   | .98000           | STD ERROR OF B = | .96982  |
| SIGNIFICANCE B =  | .10345   |                   |   |                  |                  |         |
| PLOTTED VALUES =  | 280      | EXCLUDED VALUES = | 0 | MISSING VALUES = | 0                |         |

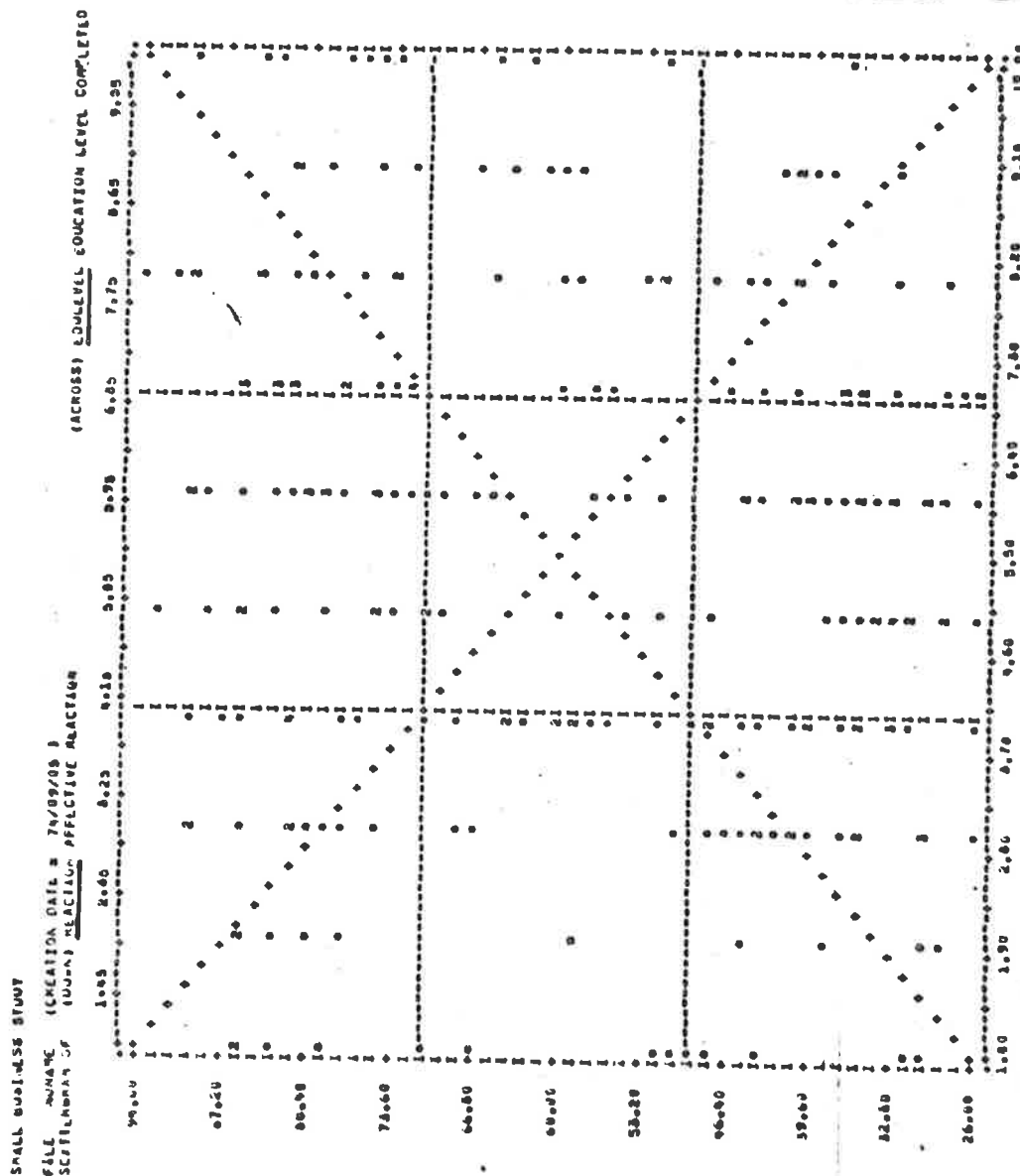


FIGURE H52 BUSINESS PERFORMANCE (PERFORMS) BY EDUCATION LEVEL COMPLETED (EDULEVEL) (HYPOTHESIS 52)

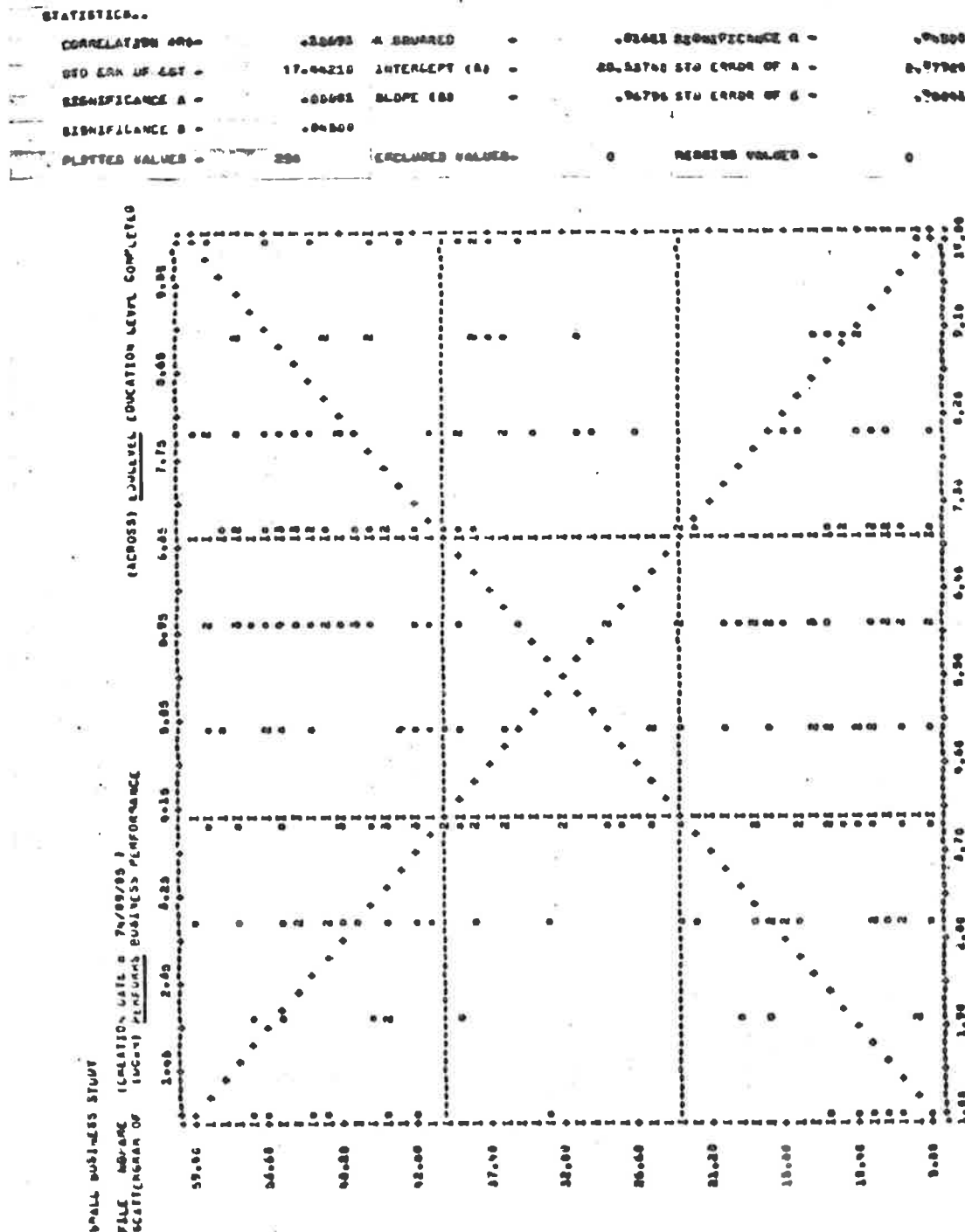


FIGURE H53 EXPRESSED ROLE SUCCESS MOTIVATION (MOTIVATE) BY  
RELEVANCE OF EDUCATION (EDURELEV) (HYPOTHESIS 53)

STATISTICS..

|                   |         |                   |         |                  |        |
|-------------------|---------|-------------------|---------|------------------|--------|
| CORRELATION (R) = | .32655  | R SQUARED =       | .10795  | SIGNIFICANCE R = | .00001 |
| STD ERR OF EST =  | 2.44679 | INTERCEPT (A) =   | 7.29464 | STD ERROR OF A = | .31512 |
| SIGNIFICANCE A =  | .00001  | SLOPE (B) =       | .69029  | STD ERROR OF B = | .12601 |
| SIGNIFICANCE B =  | .00001  |                   |         |                  |        |
| PLOTTED VALUES =  | 250     | EXCLUDED VALUES = | 0       | MISSING VALUES = | 0      |

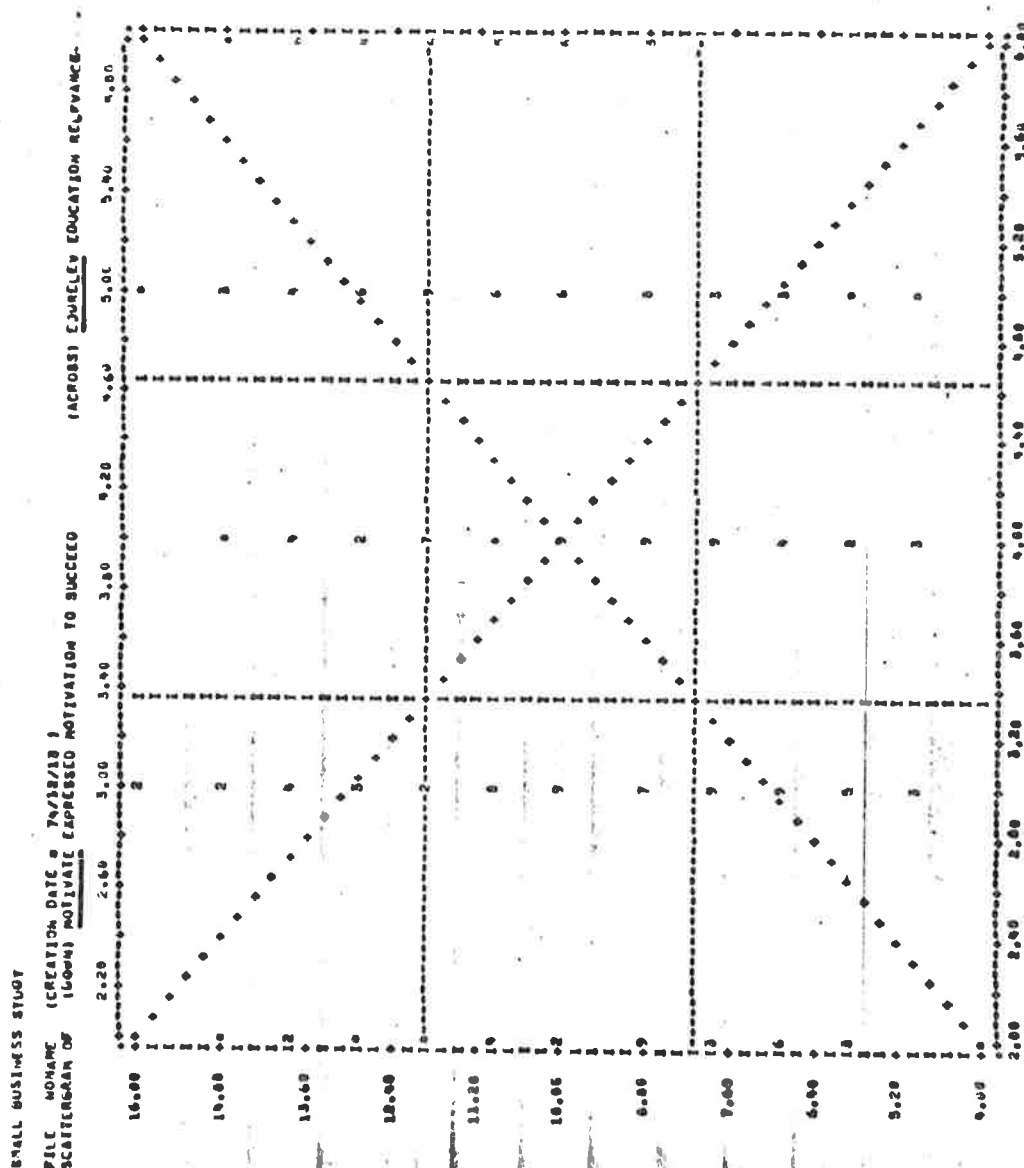


FIGURE H54 AFFECTIVE REACTION (REACTION) BY RELEVANCE OF  
EDUCATION (EDURELEV) (HYPOTHESIS 54)

STATISTICS..

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | .86906   | R SQUARED =       | .84699   | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 16.75699 | INTERCEPT (A) =   | 80.79633 | STD ERROR OF A = | 3.90776 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       | 9.05002  | STD ERROR OF B = | .09806  |
| SIGNIFICANCE B =  | .00001   |                   |          |                  |         |
| PLOTTED VALUES =  | 250      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

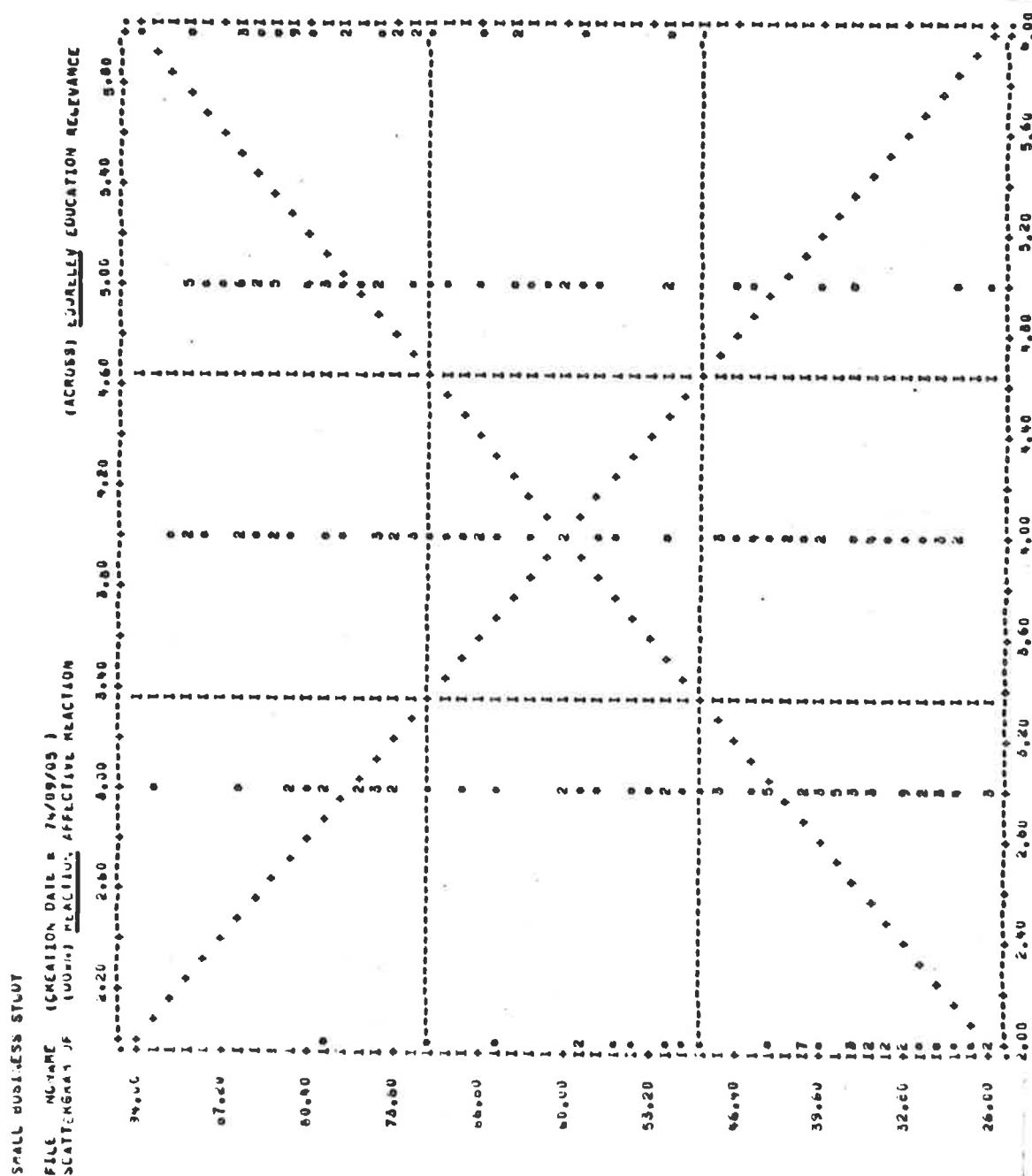


FIGURE H55 BUSINESS PERFORMANCE (PERFORMS) BY RELEVANCE OF  
EDUCATION (EDURELEV) (HYPOTHESIS 55)

STATISTICS..

|                   |          |                   |         |                  |         |
|-------------------|----------|-------------------|---------|------------------|---------|
| CORRELATION (R) = | .60020   | R SQUARED =       | .36024  | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 18.95374 | INTERCEPT (A) =   | 37.050  | STD ERROR OF A = | 2.71497 |
| SIGNIFICANCE A =  | .09091   | SLOPE (B) =       | 0.60009 | STD ERROR OF B = | .1260   |
| SIGNIFICANCE B =  | .00001   |                   |         |                  |         |
| PLOTTED VALUES =  | 288      | EXCLUDED VALUES = | 0       | MISSING VALUES = | 0       |

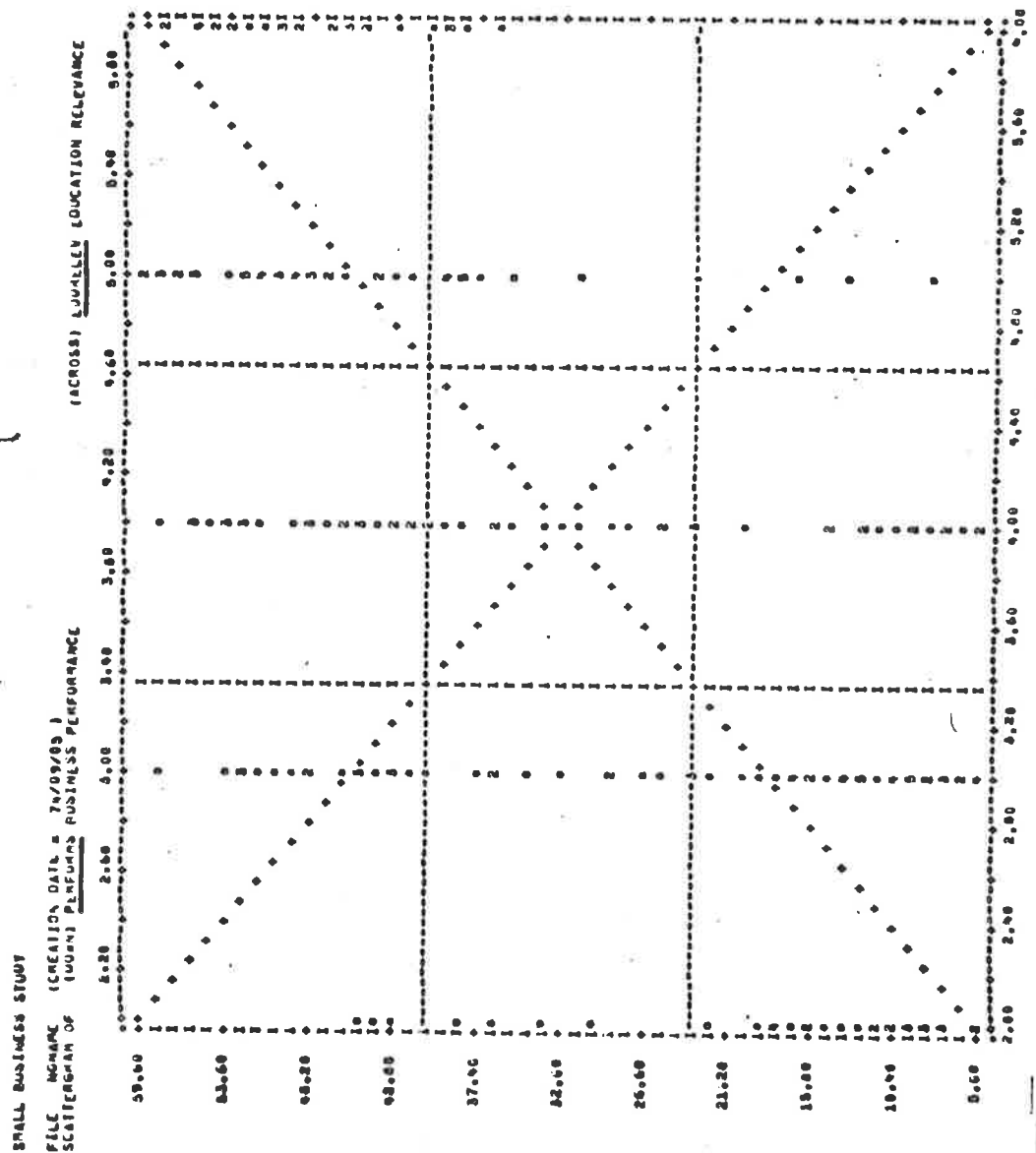


FIGURE H57a TOTAL EDUCATION (EDUTOTAL) BY INNER-DIRECTED  
ROLE PERCEPTION (IODINNER) (HYPOTHESIS 57)

## STATISTICS..

|                   |         |                   |         |                  |        |
|-------------------|---------|-------------------|---------|------------------|--------|
| CORRELATION (R) = | .34587  | R SQUARED         | .11924  | SIGNIFICANCE F = | .01614 |
| STD ERR OF EST =  | 8.65526 | INTERCEPT (A) =   | 9.89541 | STD ERROR OF A = | .04310 |
| SIGNIFICANCE A =  | .00001  | SLOPE (B) =       | .16004  | STD ERROR OF B = | .02121 |
| SIGNIFICANCE B =  | .00002  |                   |         |                  |        |
| PLOTTED VALUES =  | 250     | EXCLUDED VALUES = | 0       | MISSING VALUES = | 0      |

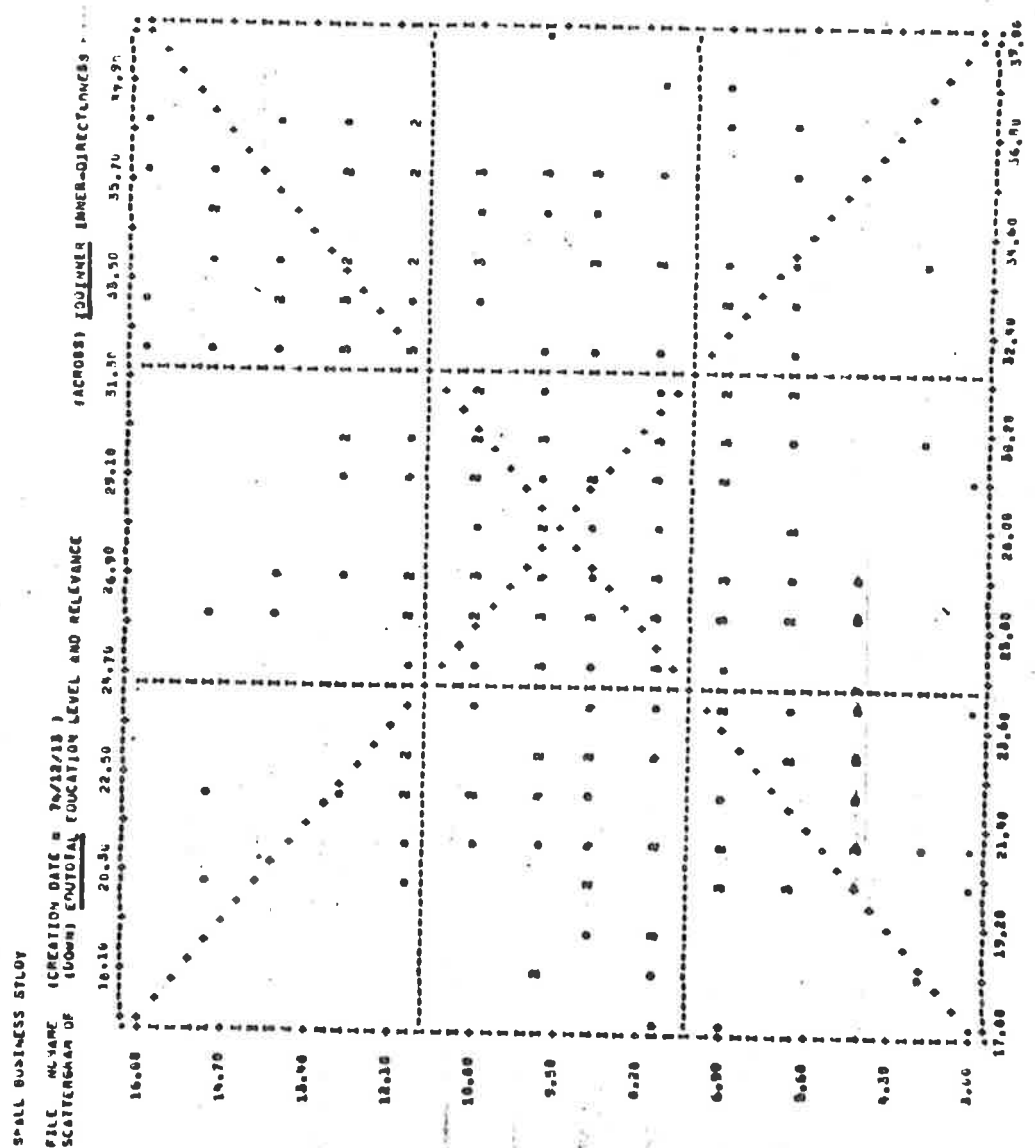


FIGURE H57b TOTAL EDUCATION (EDUTOTAL) BY OTHER-DIRECTED ROLE PERCEPTION (IODOTHER) (HYPOTHESIS 57)

## STATISTICS..

|                   |         |                   |          |                  |         |
|-------------------|---------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | -.10896 | R SQUARED =       | .01194   | SIGNIFICANCE R = | .04413  |
| STD ERR OF EST =  | 8.81238 | INTERCEPT (A) =   | 11.32316 | STD ERROR OF A = | 1.10492 |
| SIGNIFICANCE A =  | .000001 | SLOPE (B) =       | -.06764  | STD ERROR OF B = | .03904  |
| SIGNIFICANCE B =  | .00413  |                   |          |                  |         |
| PLOTTED VALUES =  | 250     | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

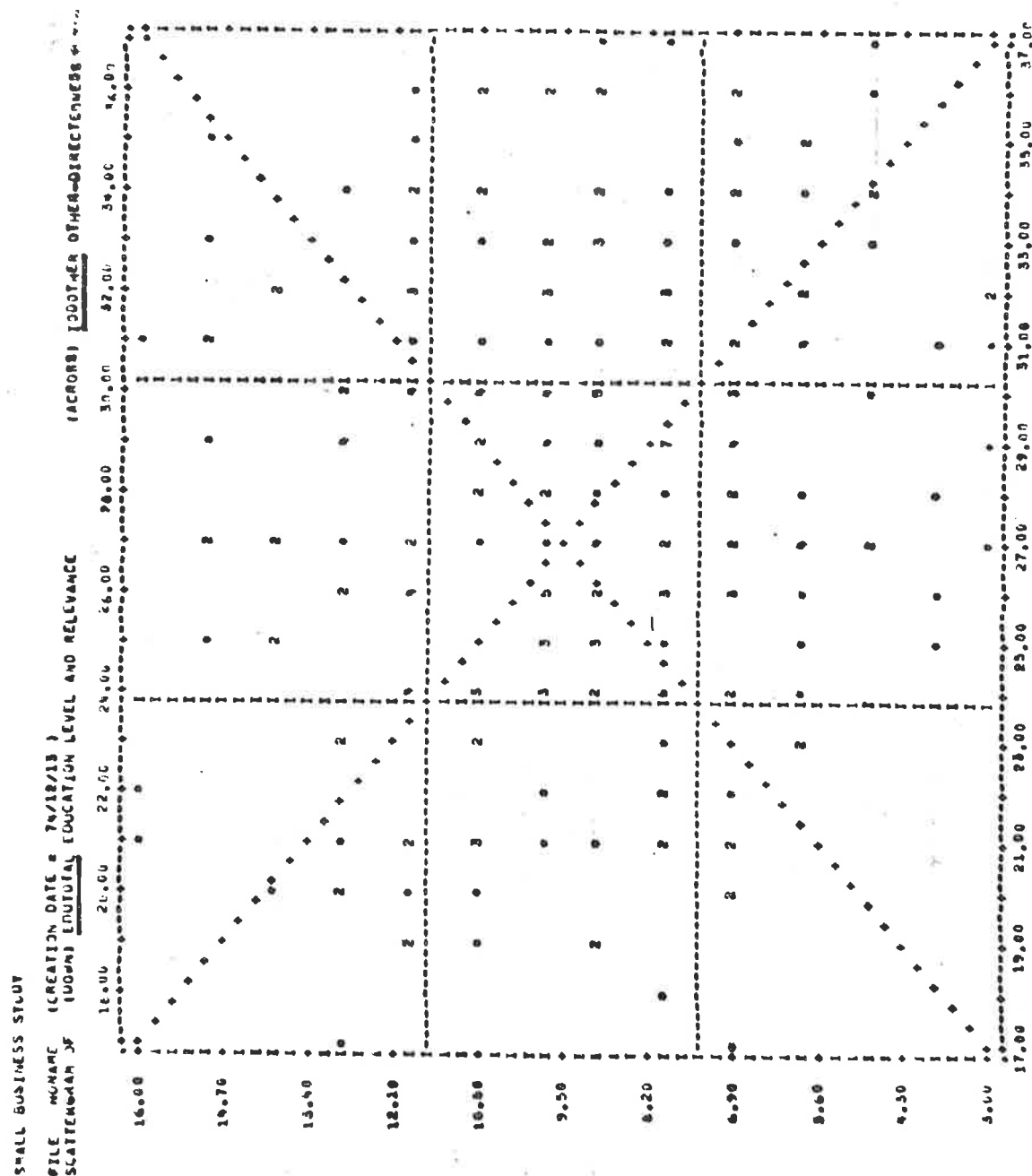


FIGURE H58 AFFECTIVE REACTION (REACTION) BY PHYSICAL CONDITION  
(PHYSICAL) (HYPOTHESIS 58)

## STATISTICS..

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | .57598   | R SQUARED         | .33166   | SIGNIFICANCE R = | .00001  |
| STD LHM OF EST =  | 16.95495 | INTERCEPT (A) =   | -2.76100 | STD ERROR OF A = | 5.08531 |
| SIGNIFICANCE A =  | .62755   | SLOPE (B) =       | 12.63955 | STD ERROR OF B = | 1.18994 |
| SIGNIFICANCE B =  | .00001   |                   |          |                  |         |
| PLOTTED VALUES =  | 289      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

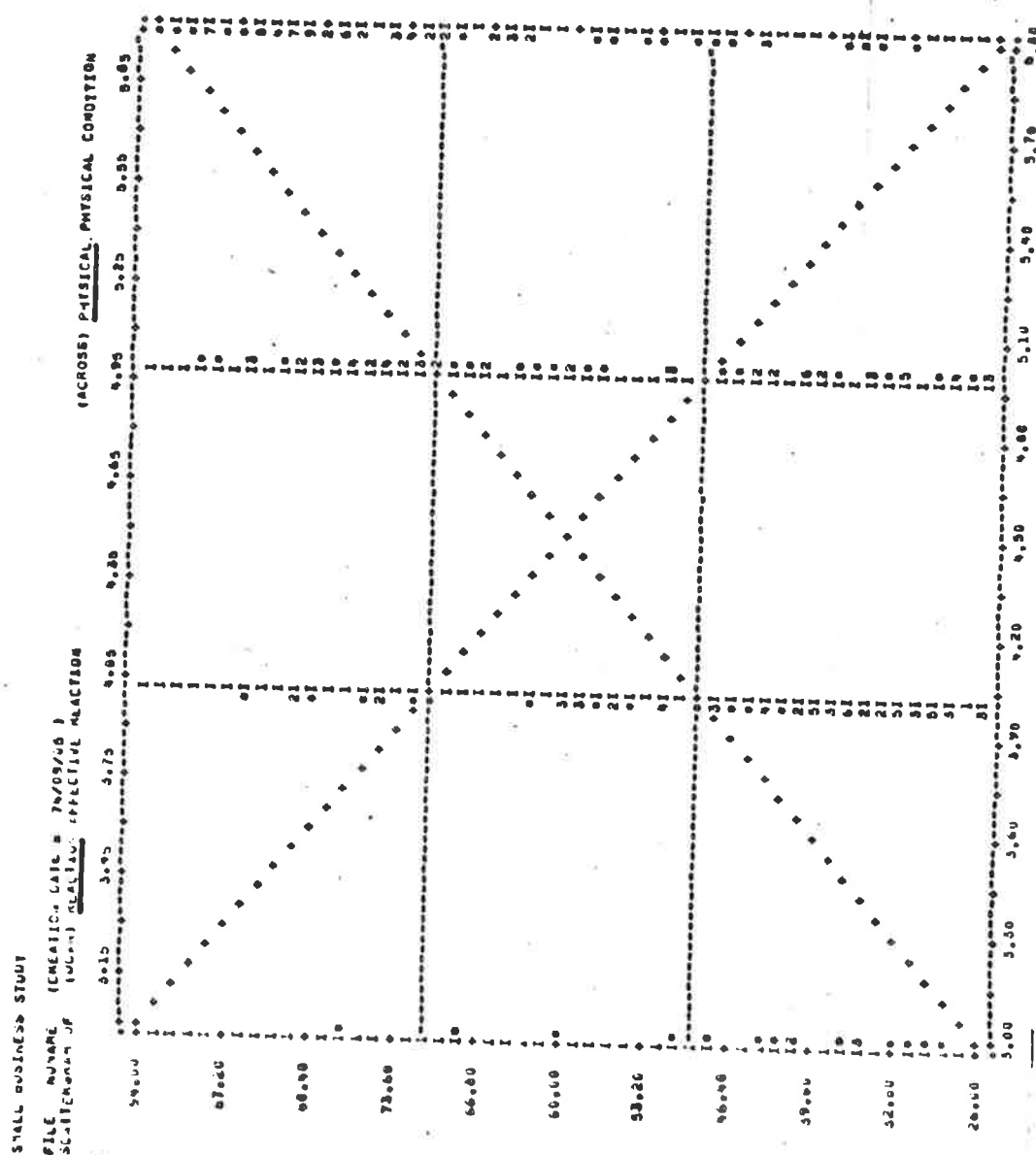


FIGURE H59 BUSINESS PERFORMANCE (PERFORMS) BY PHYSICAL  
CONDITION (PHYSICAL) (HYPOTHESIS 59)

## STATISTICS..

CORRELATION (R) = .87984 R SQUARED = .82967 SIGNIFICANCE R = .00001  
 STD LAR OF EST = 19.89976 INTERCEPT (A) = -10.35611 STD ERROR OF A = 0.51306  
 SIGNIFICANCE A = .00018 SLOPE (B) = 10.66247 STD ERROR OF B = .76502  
 SIGNIFICANCE B = .00001  
 PLOTTED VALUES = 280 EXCLUDED VALUES = 0 MISSING VALUES = 0

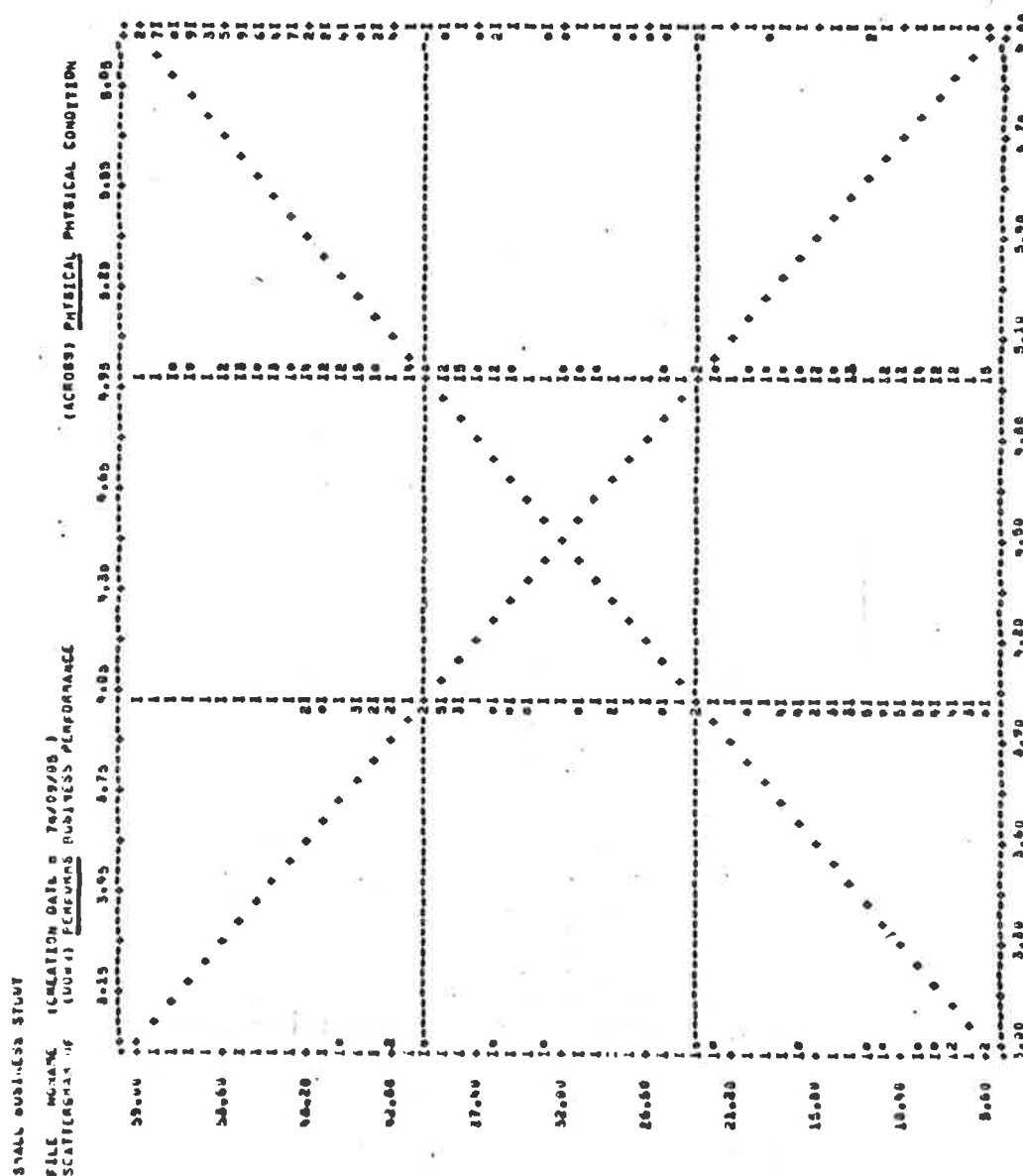


FIGURE H60 AFFECTIVE REACTION (REACTION) BY SEX (SEX)  
(HYPOTHESIS 60)

## STATISTICS..

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | -.00613  | R SQUARED         | 0        | SIGNIFICANCE R = | .96776  |
| STD ERR OF EST =  | 20.76632 | INTERCEPT (A) =   | 62.10369 | STD ERROR OF A = | 4.42336 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       | -2.96618 | STD ERROR OF B = | 2.91882 |
| SIGNIFICANCE B =  | .46776   |                   |          |                  |         |
| PLOTTED VALUES =  | 230      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

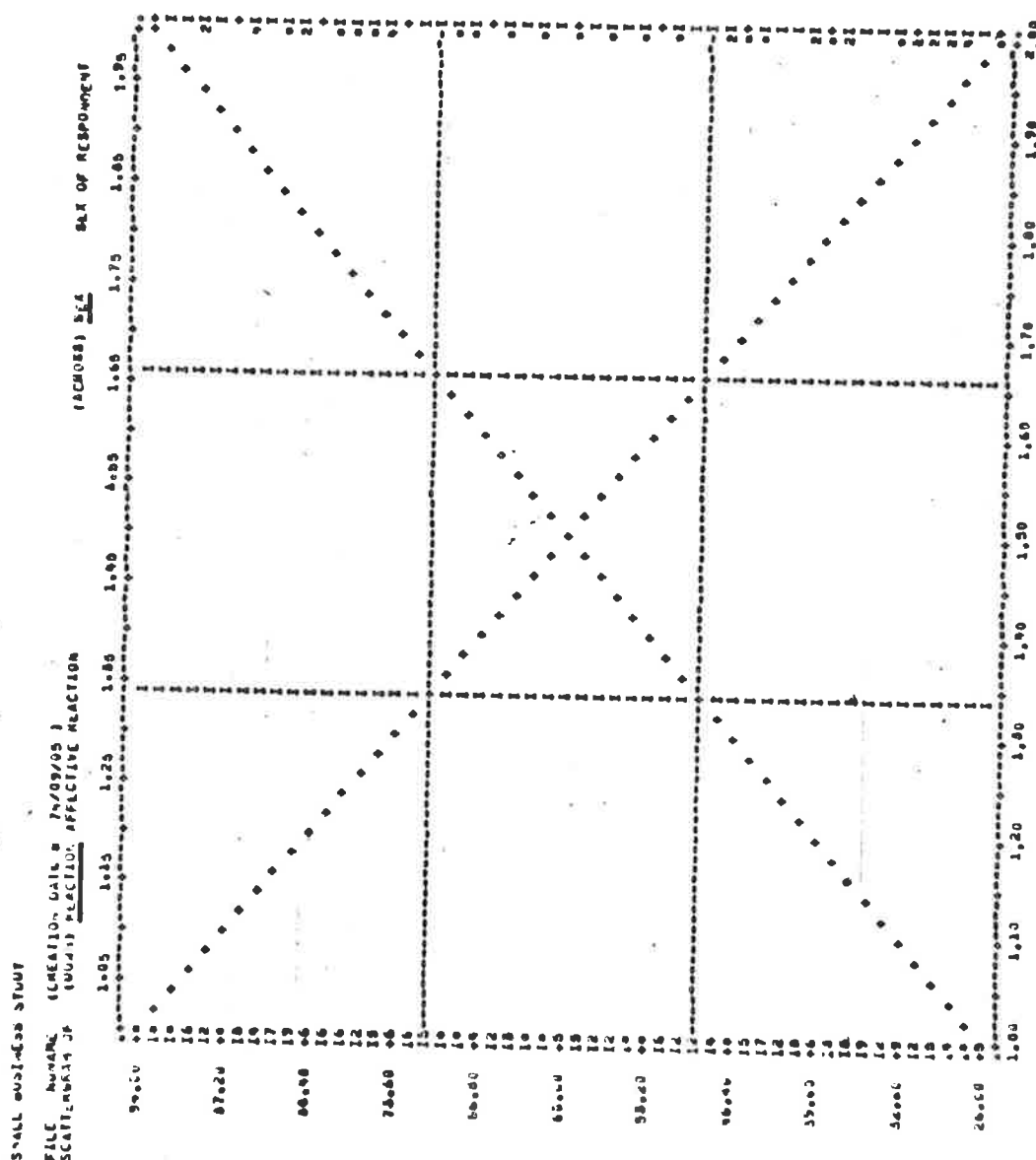


FIGURE H61 BUSINESS PERFORMANCE (PERFORMS) BY SEX (SEX)  
(HYPOTHESIS 61)

## STATISTICS..

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | -.84834  | R SQUARED =       | .72058   | SIGNIFICANCE R = | .04647  |
| STD ERR OF EST =  | 17.56372 | INTERCEPT (A) =   | 36.49648 | STD ERROR OF A = | 3.78889 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       | -2.28379 | STD ERROR OF B = | 2.89137 |
| SIGNIFICANCE B =  | .04647   |                   |          |                  |         |
| PLOTTED VALUES =  | 850      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

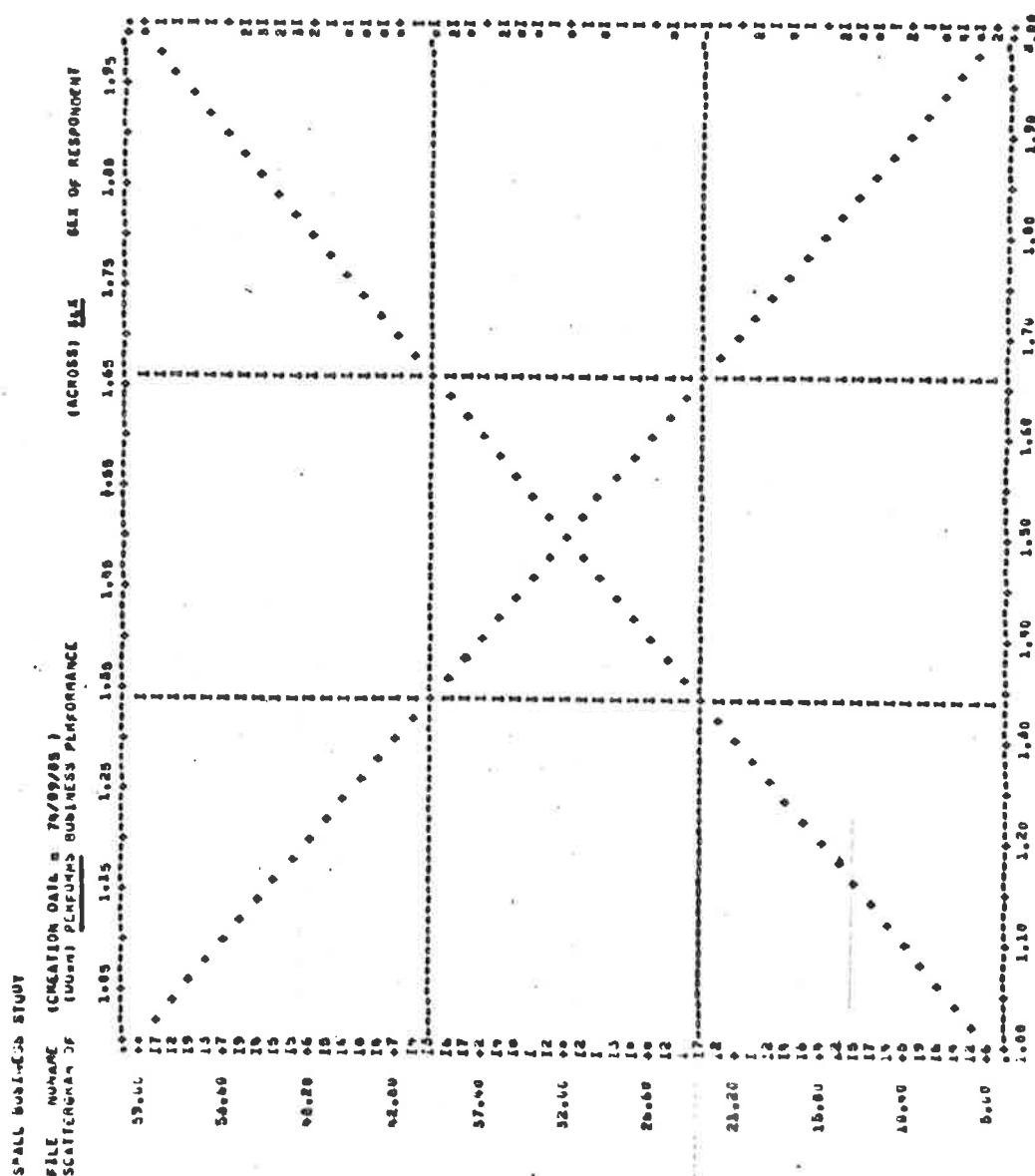


FIGURE H62 AFFECTIVE REACTION (REACTION) BY RELIGIOUS AFFILIATION (RELIGION) (HYPOTHESIS 62)

*not a scale*

## STATISTICS..

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | -0.38965 | R SQUARED =       | 0.15187  | SIGNIFICANCE R = | 0.0001  |
| STD ERR OF EST =  | 19.14344 | INTERCEPT (A) =   | 74.02685 | STD ERROR OF A = | 2.92674 |
| SIGNIFICANCE A =  | 0.00001  | SLOPE (B) =       | -7.16785 | STD ERROR OF B = | 1.47382 |
| SIGNIFICANCE B =  | 0.00001  |                   |          |                  |         |
| PLOTTED VALUES =  | 290      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |

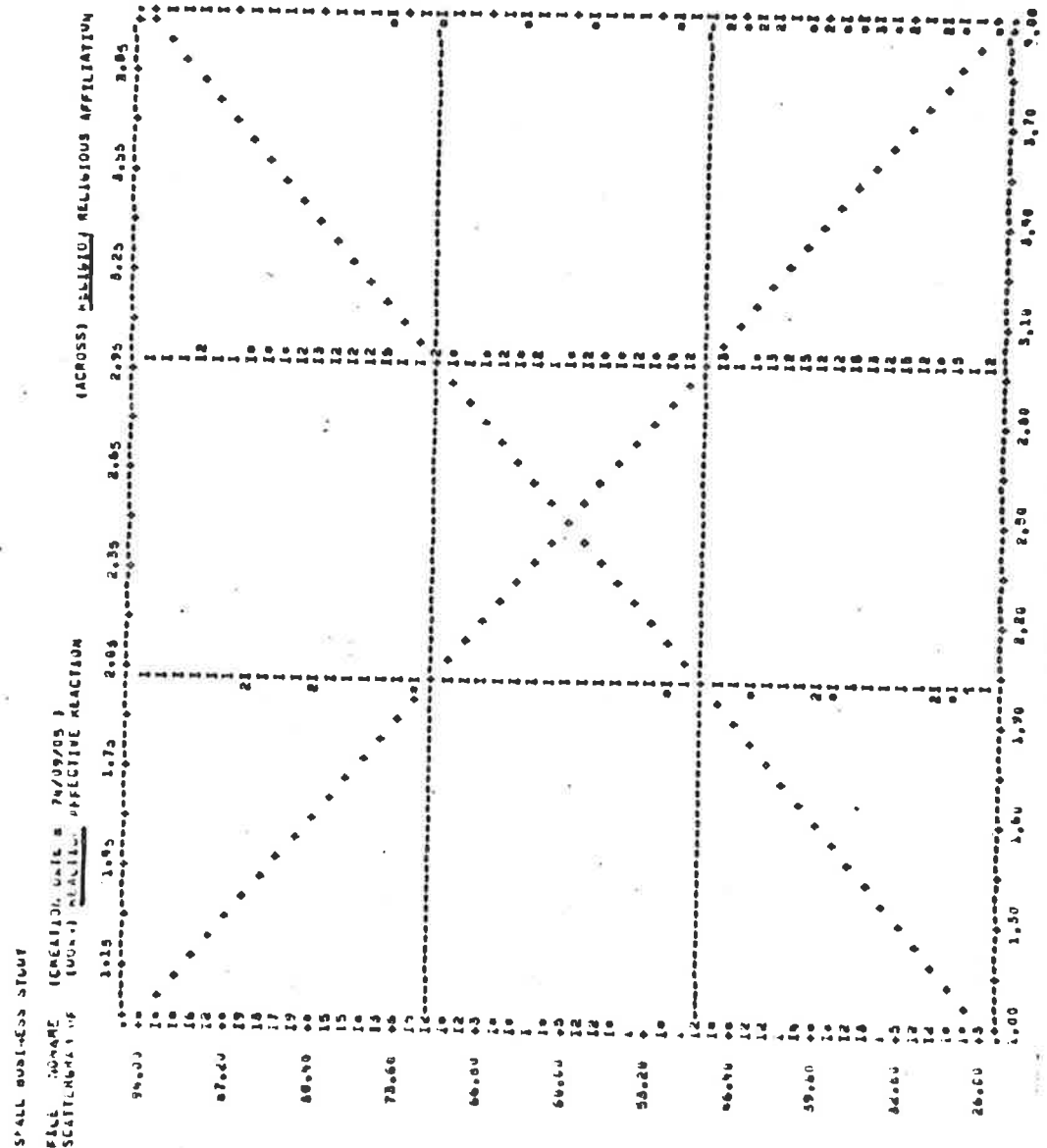


FIGURE H63a RELIGIOUS AFFILIATION (RELIGION) BY AGGRESSIVE INTERPERSONAL ORIENTATION (IRTAGGRE) (HYPOTHESIS 63)

*not a male*

## STATISTICS..

|                   |         |                   |         |                  |        |
|-------------------|---------|-------------------|---------|------------------|--------|
| CORRELATION (R) = | -.85442 | R SQUARED =       | .73003  | SIGNIFICANCE R = | .00001 |
| STD ERR OF EST =  | 1.05670 | INTERCEPT (A) =   | 3.49395 | STD ERROR OF A = | .24775 |
| SIGNIFICANCE A =  | .00001  | SLOPE (B) =       | -.03770 | STD ERROR OF B = | .00629 |
| SIGNIFICANCE B =  | .00001  |                   |         |                  |        |
| PLOTTED VALUES =  | 250     | EXCLUDED VALUES = | 0       | MISSING VALUES = | 0      |

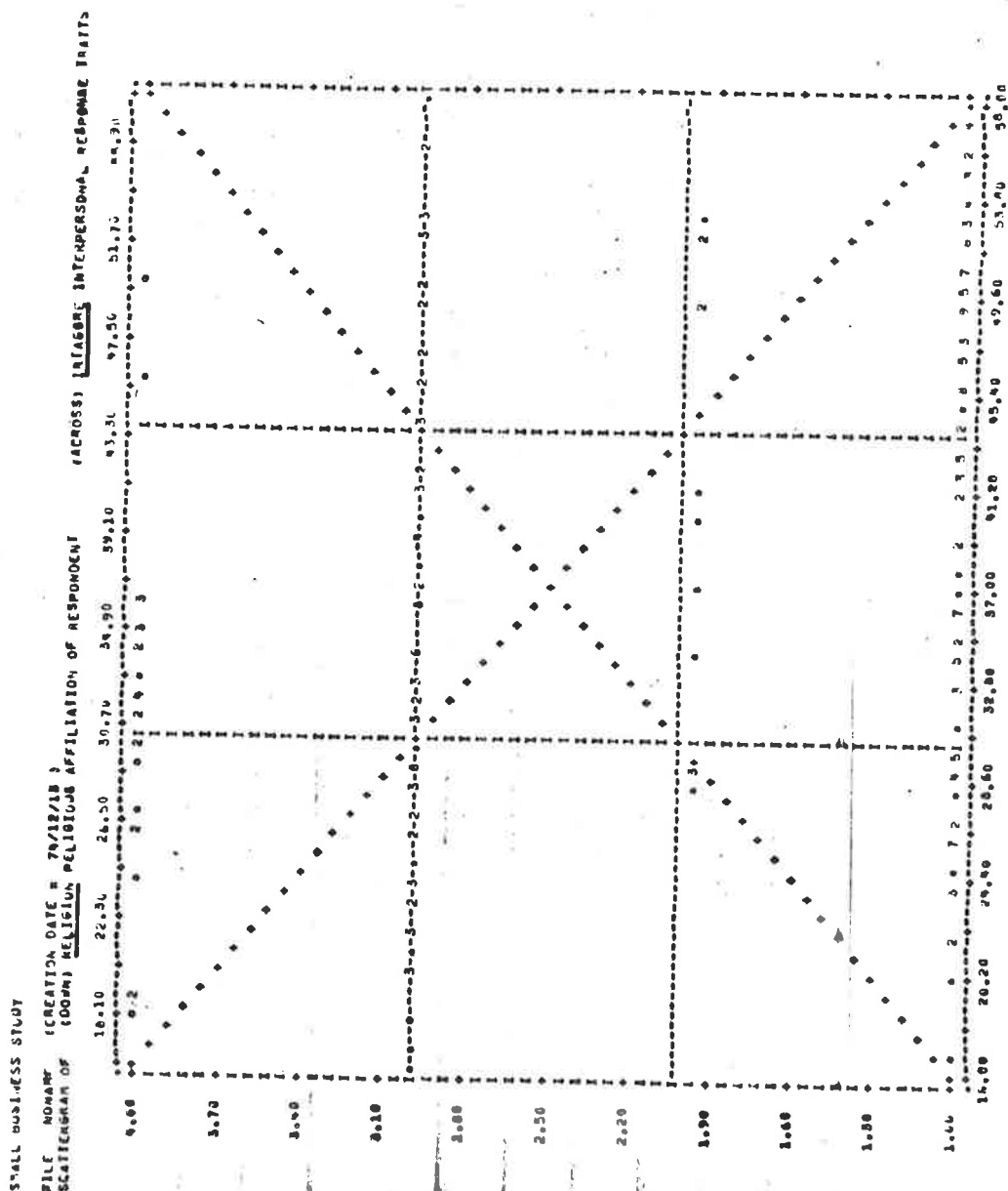


FIGURE H63b RELIGIOUS AFFILIATION (RELIGION) BY DETACHED INTERPERSONAL ORIENTATION (IRTDDETAC)  
(HYPOTHESIS 63)

not  
a scale

58

## STATISTICS..

|                   |         |                   |         |                  |        |
|-------------------|---------|-------------------|---------|------------------|--------|
| CORRELATION (R) = | -.19059 | N SQUARED         | .03689  | SIGNIFICANCE N = | .07260 |
| STD ERR OF EST =  | 1.18934 | INTERCEPT (A) =   | 3.20919 | STD ERROR OF A = | .47896 |
| SIGNIFICANCE A =  | .00001  | SLOPE (B) =       | -.03060 | STD ERROR OF B = | .01001 |
| SIGNIFICANCE B =  | .00248  |                   |         |                  |        |
| PLOTTED VALUES =  | 250     | EXCLUDED VALUES = | 0       | MISSING VALUES = | 0      |

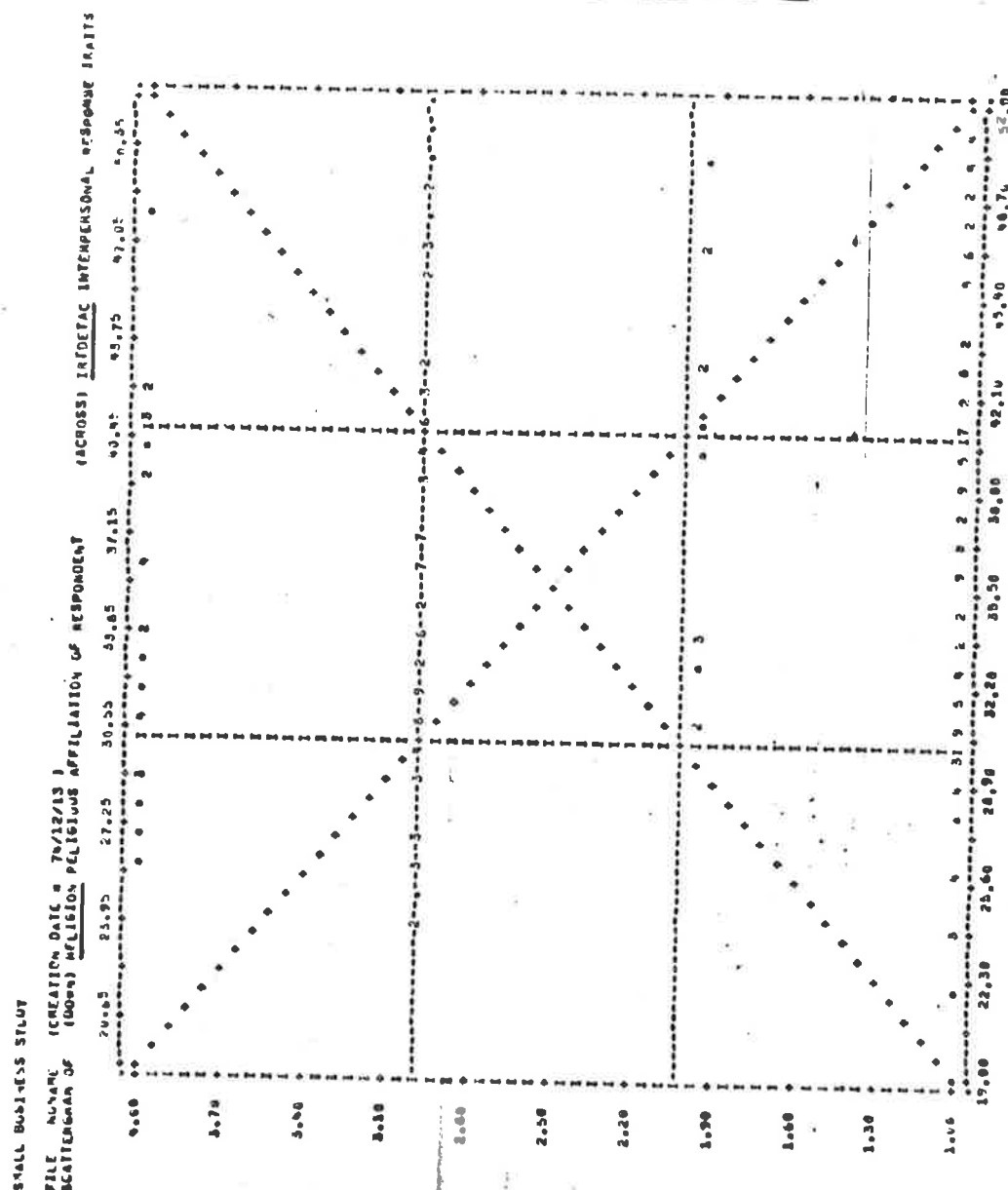


FIGURE H63c RELIGIOUS AFFILIATION (RELIGION) BY INNER-DIRECTED  
ROLE PERCEPTION (IODINNER) (HYPOTHESIS 63)

## STATISTICS..

CORRELATION (R) = -.36140 R SQUARED = .13061 SIGNIFICANCE R = .17001  
 STD ERR OF EST = 1.06368 INTERCEPT (A) = 9.17699 STD ERROR OF A = .05128  
 SIGNIFICANCE A = .00001 SLOPE (B) = -.07359 STD ERROR OF B = .01230  
 SIGNIFICANCE B = .00001  
 PLOTTED VALUES = 256 EXCLUDED VALUES = 0 MISSING VALUES = 1

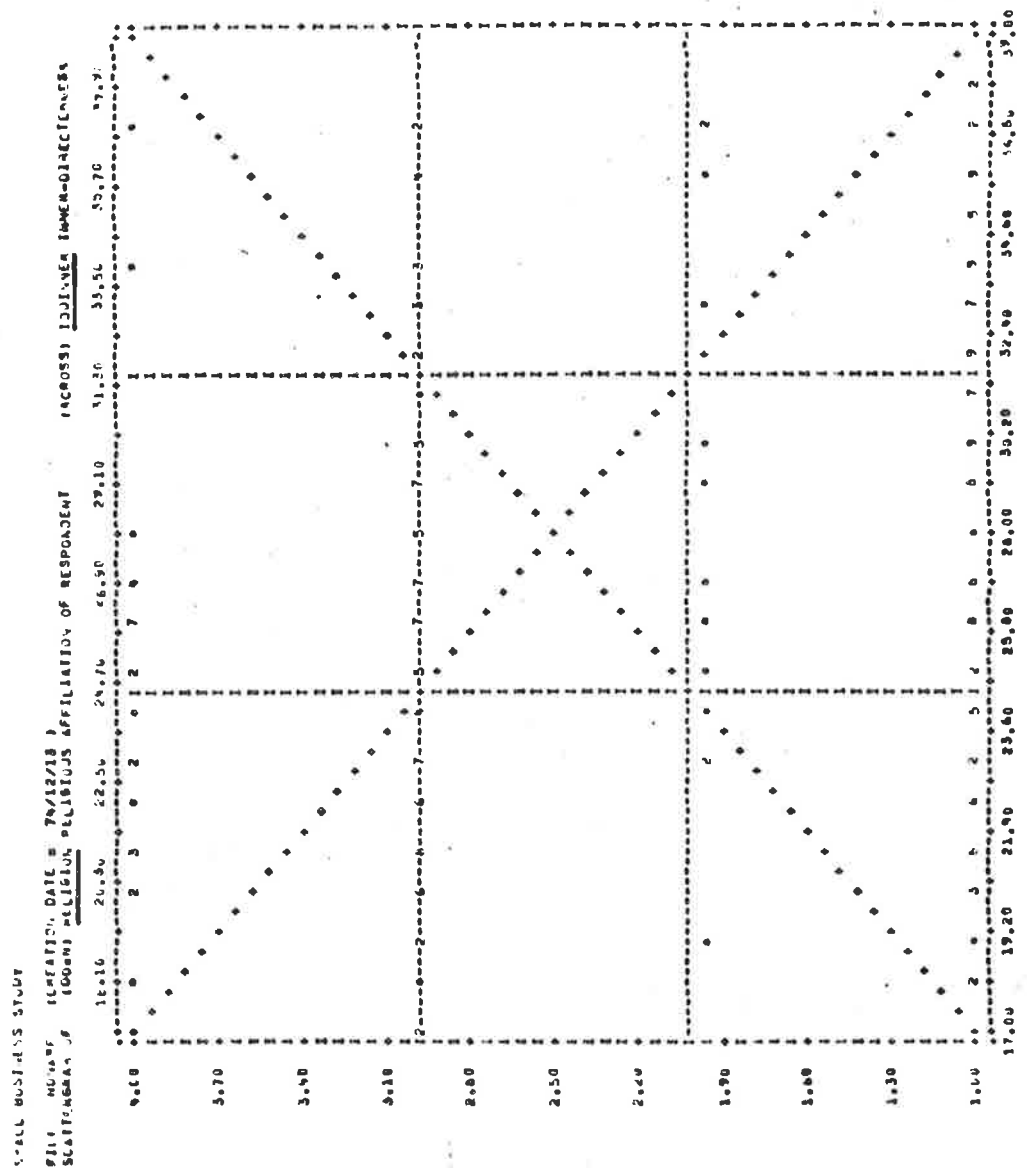
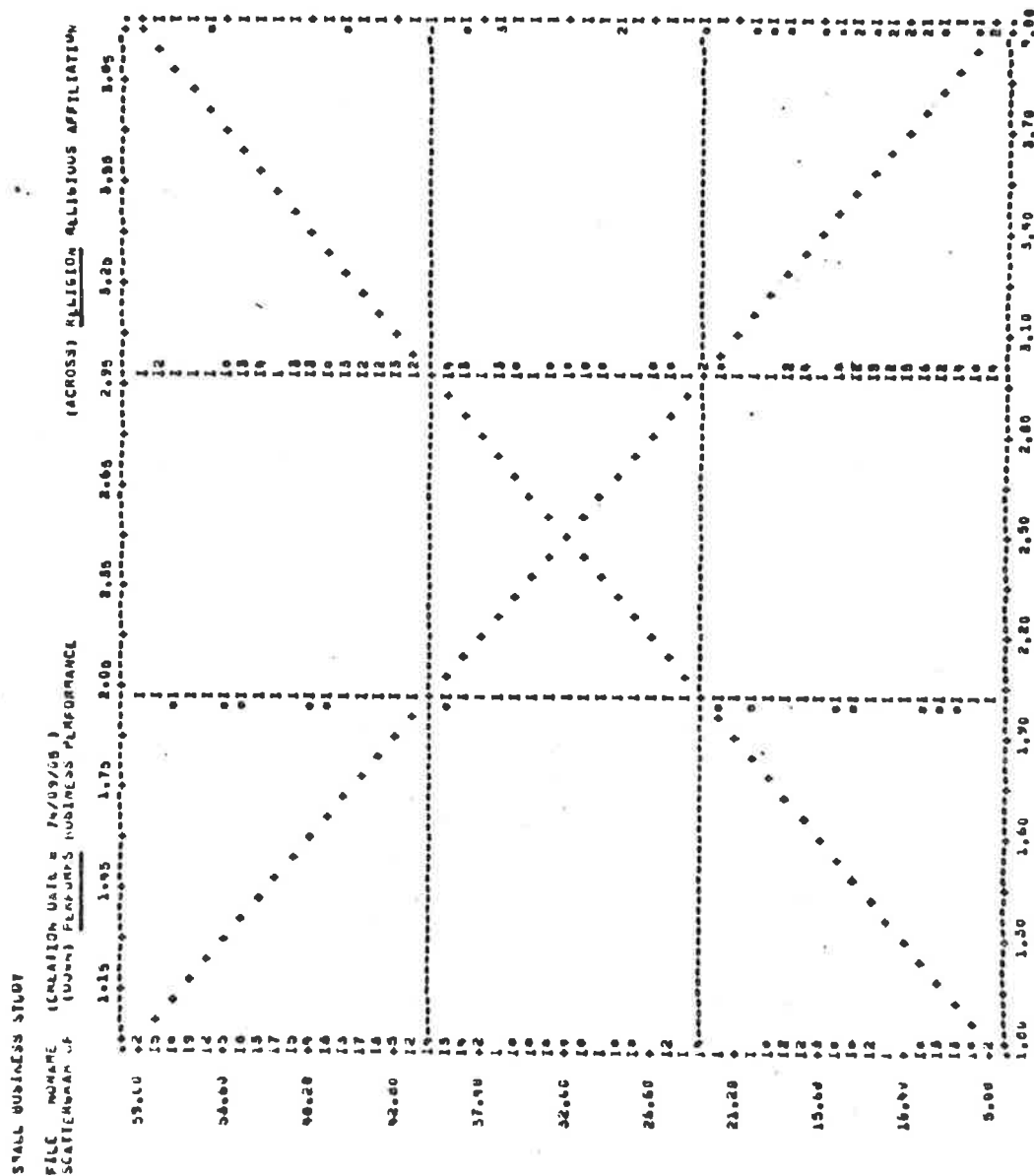


FIGURE H64 BUSINESS PERFORMANCE (PERFORMS) BY RELIGIOUS AFFILIATION (RELIGION) (HYPOTHESIS 64)

*not a scale*

STATISTICS..

|                   |          |                   |          |                  |         |
|-------------------|----------|-------------------|----------|------------------|---------|
| CORRELATION (R) = | -.29734  | R SQUARED =       | .0884    | SIGNIFICANCE R = | .00001  |
| STD ERR OF EST =  | 10.13686 | INTERCEPT (A) =   | 46.70693 | STD ERROR OF A = | 2.13607 |
| SIGNIFICANCE A =  | .00001   | SLOPE (B) =       | -6.18283 | STD ERROR OF B = | .96679  |
| SIGNIFICANCE B =  | .00001   |                   |          |                  |         |
| PLOTTED VALUES =  | 250      | EXCLUDED VALUES = | 0        | MISSING VALUES = | 0       |



APPENDIX I

CORRELATION MATRIX





## APPENDIX J

### LETTERS OF INTRODUCTION

SAMPLE (A) to owners of firms operating at the time of the interview.

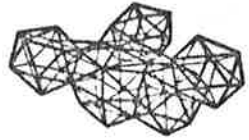
SAMPLE (B) to ex-owners of small firms which had failed within the two years preceding the interview.

Hayman Road  
South Bentley 6102  
Telephone 68 5511

Telex AA 92983

Department of Management

J-717



Western Australian Institute of Technology

SAMPLE (A)

Dear M.....

.....

.....

I am conducting a comprehensive and detailed study of the personal characteristics of the owners of small business enterprises, in relation to their success or failure in business. My work is being carried out in association with the Department of Commerce at the University of Western Australia. It has the full support, co-operation and authority of the Department of Commerce.

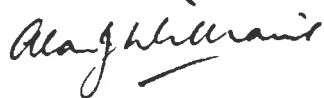
I hope that, as a result of this study, a great deal more will be known about the kind of person who, for many and varied reasons, goes into business for himself (or herself). I am greatly concerned that many small firms are doomed for failure even before they start operating, and knowledge of the real causes of both success and failure will be of much value to yourself and all others who own and manage small firms. The information created by this research study, which is the first of its kind in Australia, will be used in several ways. It will be reported back to all persons whose assistance will make the study possible. It will be used to influence government to help in the relief of some of the problems facing small firms. It will also be used to help in the planning of training and educational programmes designed to meet the specific needs of small business owner/managers. For too long the needs and problems of small businessmen have been neglected. There is much that should and can be done to help you. But first, we must know more about you. This study is intended to do just that!

To complete the study I need the assistance of a large number of small businessmen who are willing to give about one hour of their time to answer a set of questions about themselves and their business operations. I have selected your name from the Perth Telephone Directory Pink Pages for 1972-73, and the purpose of this letter is to ask for your help. I would like your permission to call at a time which is suitable to you, to interview you. The questions will relate to your background, experience, attitudes, personality and business performance.

Before you consider my request I wish to assure you that all information given to me for this study will be completely confidential. All replies will be added for the purpose of computing and statistical analysis. I am willing to sign a statement to safeguard your interests if you wish me to.

Could I please telephone you within the next fortnight, to determine whether or not you are agreeable to talk to me. If you are willing we can arrange a time and place to suit you. Please call me if you would like to know more about the study.

Yours sincerely,

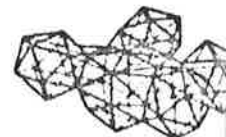


Alan J. Williams  
Senior Lecturer in Business Administration  
Department of Management  
Telephone Extension 7840

Hayman Road  
South Bentley 6102  
Telephone 68 5511

Telex AA 92983

Department of Management



Western Australian Institute of Technology

SAMPLE ⑧

Dear M.....

.....  
.....

I am conducting a comprehensive and detailed study of the causes of small business failure in Australia. My work is being carried out in association with the Department of Commerce at the University of Western Australia. It has the full support, co-operation and authority of the Department of Commerce.

I hope that, as a result of this study, a great deal more will be known about the reasons why so many small firms fail. The information created by this study will be used in several ways. It will be reported back to all persons whose assistance will make the study possible. It will be used to influence government to help in the relief of some of the problems facing small firms. It will also be used to help in the planning of training and educational programmes designed to meet the specific needs of small business owner/managers. For too long the needs and problems of small businessmen have been neglected. There is much that should and can be done to help you. But first, we must know more about you. This study is intended to do just that!

Your name, address and the fact that you went through bankruptcy proceedings were made known to me by the Office of Bankruptcy Administration in Perth. To help gather as much useful information as possible I wish to talk with persons, such as yourself, who have owned a business which failed. Could I have about one hour of your time to ask you some questions about yourself and your business?

Before you consider my request I wish to assure you that all information given to me will be completely confidential. Your name will not be associated with your replies nor will any person apart from myself have access to such information. I am willing to sign a statement to safeguard your interests if you wish me to.

Could I please telephone you within the next fortnight, to determine whether or not you are agreeable to talk with me. If so, we can arrange time and place.

Yours sincerely,

Alan J. Williams  
Senior Lecturer in Business Administration

APPENDIX K

SELECTED DEFINITIONS OF "ENTREPRENEUR"

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1. [An entrepreneur is the] ... "director or manager of a public musical institution ... one who gets up entertainments".

Shorter Oxford Dictionary on Historical Principles, 1955.

2. [An entrepreneur is one] ... "who makes a market for a new variety of items".

Potter, D. Social Forces in the Middle East. London: Macmillan, 1955, p.12.

3. [An entrepreneur is involved in] ... "purposeful activity (including an integrated sequence of decisions) of an individual or group of associated individuals, undertaken to initiate, maintain or aggrandize a profit-oriented business unit".

Cole, A.D.H. Business Enterprise in its Social Setting. Cambridge, Mass.: Harvard University Press, 1959, p.7.

4. [An entrepreneur is] ... "a projector".

Hoselitz, B.F. "The Early History of Entrepreneurial Theory", Explorations in Entrepreneurial History. Vol.3, 1950-51, p.193.

5. [An entrepreneur is] ... "someone who exercises some control over the means of production and produces more than he can consume in order to sell (or exchange) it for individual (or household) income".

McClelland, D.C. The Achieving Society. Princeton, N.J.: Van Nostrand Co. Inc., 1961, p.65.

6. "This uncertainty bearing is [a] factor of production, and the person who supplies it is called the entrepreneur."

Speight, H. Economics: The Science of Prices and Incomes. London: Methuen, 1960, p.148.

7. [The entrepreneur is] ... "a person who, in the course of production, assumes the responsibilities of organisation, management and risk".

Sloan, H.S. and Zircher, A.J. A Dictionary of Economics. New York: Barnes and Noble, 1964, p.115.

8. "The entrepreneur must decide what his firm shall produce, how large its output shall be, what methods of production shall be used, and where its various establishments shall be located."

Benham, F. Economics. London: Pitman, 1960, p.14.

9. "'Entrepreneur' refers to that person or that small group of persons who start a new business, and who stand to lose significant financial commitment or to gain financial rewards based upon the success of that formation."

Schreier, J.W. and Komives, J.L. The Entrepreneur and New Enterprise Formation. Milwaukee, Wisconsin: Centre for Venture Management, 1973, p.x.

10. "Entrepreneurship is that form of ... decision making performed by economic innovators."

Lamb, R.K. "The Entrepreneur and the Community" in Miller, W. (ed.) Men in Business. Cambridge, Mass.: Harvard University Press, 1952, p.91.

11. [Entrepreneurs are] ... "the ones who provide the capital, take the risks, and make all final managerial decisions".

Ulmer, M.J. Economics - Theory and Practice. Boston: Houghton Mifflin Co., 1959, p.608.

12. "The entrepreneur ... is a person of highly specialized function; he is the innovator, the spearhead of progress - only this and nothing more. He is not, as entrepreneur, possessed of resources, or money capital, but he possesses the big idea ... "

Dempsey, B.W. The Functional Economy. Englewood Cliffs: N.J., Prentice-Hall, Inc., 1958, p.358.

13. [An entrepreneur is] ... "the person who has the drive, ambition, energy, and motivation to give a small business the strong thrust it must have to succeed."

Robinson, R.I. Financing the Dynamic Small Firm. Belmont, California: Wadsworth Publishing Company, Inc., 1966, p.4.

14. [An entrepreneur is] ... "a person who directs his own business, using his own capital."

Abbott, L. Economics and the Modern World. New York: Harcourt, Brace & World, Inc., 1967, p.672.

15. "Entrepreneurs [are] ... "organizers of industry and risk-takers."

Spahr, W.D., (ed.). Economic Principles and Problems. New York: Farrar & Rinehart, Inc., 1934, p.118.

16. "The entrepreneur or innovator differs in motivation and capacity from other capitalists, for besides being profit seeking, he is alert to opportunities for innovation and is adventurous or daring enough to grasp these opportunities despite the risk involved."

Sievers, A.M. Revolution, Evolution and the Economic Order. Englewood Cliffs: Prentice-Hall, Inc., 1962, p.29.

17. [Entrepreneurs] ... "create their own task and continue developing it as long as they live."

Boucke, O.F. Principles of Economics. New York: The MacMillan Company, 1925, p.301.

18. "Entrepreneurs are the ultimate owners of business enterprises those who make the final decisions and assume the risks involved in such decisions."

Ely, M. *et.al.* Outlines of Economics. New York: The MacMillan Company, 1930, p.91.

19. [The entrepreneur's function] ... "is that of organizing the other three factors into an operating unit, directing its operation, and assuming responsibility for its operation. The entrepreneurial function is basically an initiating and innovating operation rather than a routine managerial one."

James, C.L. Principles of Economics. New York: Barnes & Noble, Inc., 1956, p.11.

20. [The entrepreneur] ... "persuades or forces the organization to follow new paths."

Wright, D.M. Growth and the Economy. New York: Charles Scribner's Sons, 1964, p.16.

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