

Are You an Argumentative Person?

DIRECTIONS: This questionnaire contains statements about arguing controversial issues. Indicate how often each statement is true for you personally by placing the appropriate number in the blank to the left of the statement.

1 = Almost never true 2 = Rarely true 3 = Occasionally true
4 = Often true 5 = Almost always true

- _____ 1. While in an argument, I worry that the person I am arguing with will form a negative impression of me.
- _____ 2. Arguing over controversial issues improves my intelligence.
- _____ 3. I enjoy avoiding arguments.
- _____ 4. I am energetic and enthusiastic when I argue.
- _____ 5. Once I finish an argument I promise myself that I will not get into another.
- _____ 6. Arguing with a person creates more problems than it solves.
- _____ 7. I have a pleasant, good feeling when I win a point in an argument.
- _____ 8. When I finish arguing with someone, I feel nervous and upset.
- _____ 9. I enjoy a good argument over a controversial issue.
- _____ 10. I get an unpleasant feeling when I realize I am about to get into an argument.
- _____ 11. I enjoy defending my point of view on an issue.
- _____ 12. I am happy when I keep an argument from happening.
- _____ 13. I do not like to miss the opportunity to argue a controversial issue.
- _____ 14. I prefer being with people who rarely disagree with me.
- _____ 15. I consider an argument an exciting intellectual challenge.
- _____ 16. I find myself unable to think of effective points during an argument.
- _____ 17. I feel refreshed and satisfied after an argument on a controversial issue.
- _____ 18. I have the ability to do well in an argument.
- _____ 19. I try to avoid getting into arguments.
- _____ 20. I feel excitement when I expect that a conversation I am in is leading to an argument.

SCORING KEY FOR THE ARGUMENTATIVENESS SCALE

Add up the numbers that you have recorded for items 1, 3, 5, 6, 8, 10, 12, 14, 16 and 19. This score reflects your tendency to avoid getting into arguments. Next, add up the numbers that you have recorded for items 2, 4, 7, 9, 11, 13, 15, 17, 18 and 20. This score indicates your tendency to seek out arguments. To obtain a total score, subtract the first score, your tendency to avoid arguments, from the second score. The norms below will provide you with an idea as to how you compare with others.

SCORE	PERCENTILE
-7	15
-1	30
4	50
9	70
15	85

Source: Dominic A. Infante and A. S. Rancer. "A conceptualization and measure of argumentativeness." *Journal of Personality Assessment*, 1982, 72-80. Used by permission.