

Externalization of Control Indicator

Select the alternative with which you most agree. If you believe both alternatives to some extent, select the one, with which you most strongly agree. If you do not believe either alternative, mark the one, with which you least strongly disagree. Since this is an assessment of opinions, there are obviously no right or wrong answers.

- _____ 1. a. People often succeed because they are in the right place at the right time.
 b. Success is mostly the result of hard work.
- _____ 2. a. When things go wrong in my life, it's generally because I have made mistakes.
 b. Misfortunes occur in my life regardless of what I do.
- _____ 3. a. Whether there is war or not depends on the actions of certain world leaders.
 b. It is inevitable that the world will continue to experience wars
- _____ 4. a. Good children are mainly products of good parents.
 b. Some children turn out bad no matter how their parents behave
- _____ 5. a. My future success depends mainly on circumstance I can't control.
 b. I am the master of my fate
- _____ 6. a. History judges certain people to have been effective leaders mainly because circumstances made them visible and successful.
 b. Effective leaders are those who have made decisions or taken actions that resulted in significant contributions.
- _____ 7. a. I often feel that I have little influence over the direction my life is taking.
 b. It is unreasonable to believe that fate or luck plays a crucial part in how my life turns out
- _____ 8. a. Some customers will never be satisfied no matter what you do.
 b. You can usually satisfy customers by giving them what they want when they want it.
- _____ 9. a. A person can get good grades in school if he or she works hard enough.
 b. Some people are never going to excel in school no matter how hard they try.
- _____ 10. a. Many exams I took in school were unconnected to the material I had studied, so studying hard didn't help at all.
 b. When I prepared well for exams in school, I generally did quite well.
- _____ 11. a. I am sometimes influenced by what my astrological chart says.
 b. No matter how the stars are lined up, I can determine my own fate.

Source: Adapted from the work of Rotter (1980).