



*My experiments in the pursuit of happiness and good habits*

**GRETCHEN RUBIN**



# Four Tendencies Quiz

## Detailed Report : Questioner

For even more insights into your Tendency, check out my book, *Better Than Before*, about how we can change our habits.

# Four Tendencies Quiz

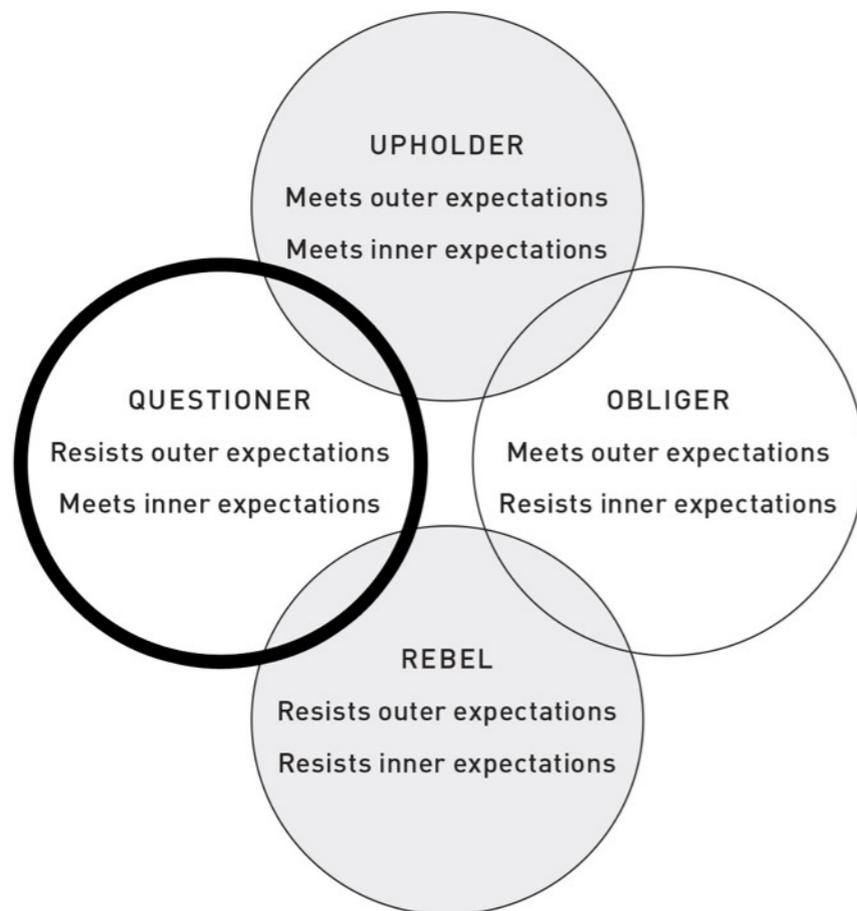
## Detailed Report : Questioner

**Thanks for taking my “Four Tendencies” quiz.**

According to your answers, your dominant Tendency is **Questioner**.

The “Four Tendencies” describe how we respond to expectations. We all face two kinds of expectations:

- *outer expectations*, such as meeting work deadlines or observing traffic regulations, and
- *inner expectations*, such as quitting napping or keeping a New Year’s resolution.



**Upholder:** “I do what others expect of me—and what I expect from myself.”

**Questioner:** “I do what I think is best, according to my judgment. If it doesn’t make sense, I won’t do it.”

**Obliger:** “I do what I have to do. I don’t want to let others down, but I may let myself down.”

**Rebel:** “I do what I want, in my own way. If you try to make me do something—even if I try to make myself do something—I’m less likely to do it.”

# Four Tendencies Quiz

## Detailed Report : Questioner

**Questioners question all expectations, and they respond to an expectation only if they conclude that it makes sense.**

They're motivated by reason, logic, and fairness. They wake up and think, "What *needs* to get done today, and *why*?"

They decide for themselves whether a course of action is a good idea, and they resist doing anything that seems to lack sound purpose. Essentially, they turn all expectations into inner expectations.

Because Questioners want to make well-considered decisions and come to their own conclusions, they're very intellectually engaged, and they're often willing to do exhaustive research.

If they decide there's sufficient basis for an expectation, they'll follow it; they won't follow it if they think it's arbitrary or ineffective. They tend to take direction only from people they respect.

At times, people get tired of feeding a Questioner's appetite for information and justification. Questioners themselves sometimes complain that they suffer "analysis paralysis," or wish they could accept expectations without probing them so relentlessly.

Questioners are motivated by sound reasons—or at least what *they believe* to be sound reasons. In fact, to others, Questioners can sometimes seem like crackpots, because they may reject expert opinion in favor of their own conclusions.

# Four Tendencies Quiz

## Detailed Report : Questioner

Questioners come in two flavors: some Questioners have an inclination to Uphold, and others have an inclination to Rebel; the first type accepts expectations fairly readily, the second type is very hard to persuade.

Once Questioners believe that a particular habit is worthwhile, they'll stick to it—but only if they're satisfied about the habit's usefulness.

Certain strategies tend to have special appeal for Questioners. For instance, if you're trying to exercise more, you might:

- Design a habit very specifically to suit your particular character and idiosyncrasies (Strategy of Distinctions)
- Consider exactly *why* and *how* a particular habit should be kept (Strategy of Clarity)
- Get more information about your habits by wearing a pedometer or charting your exercise (Strategy of Monitoring).

**When we change our habits, we change our lives.**

For more discussion of the Questioner Tendency, and the Four Tendencies framework in general, see the [Better Than Before](#), chapter on "The Four Tendencies."

# Praise for *Better Than Before*

“Gretchen Rubin combines deep research and observations from her own life to explain how habits emerge and—more important—how they can change. It's indispensable for anyone hoping to overhaul how they (almost unthinkingly) behave.”

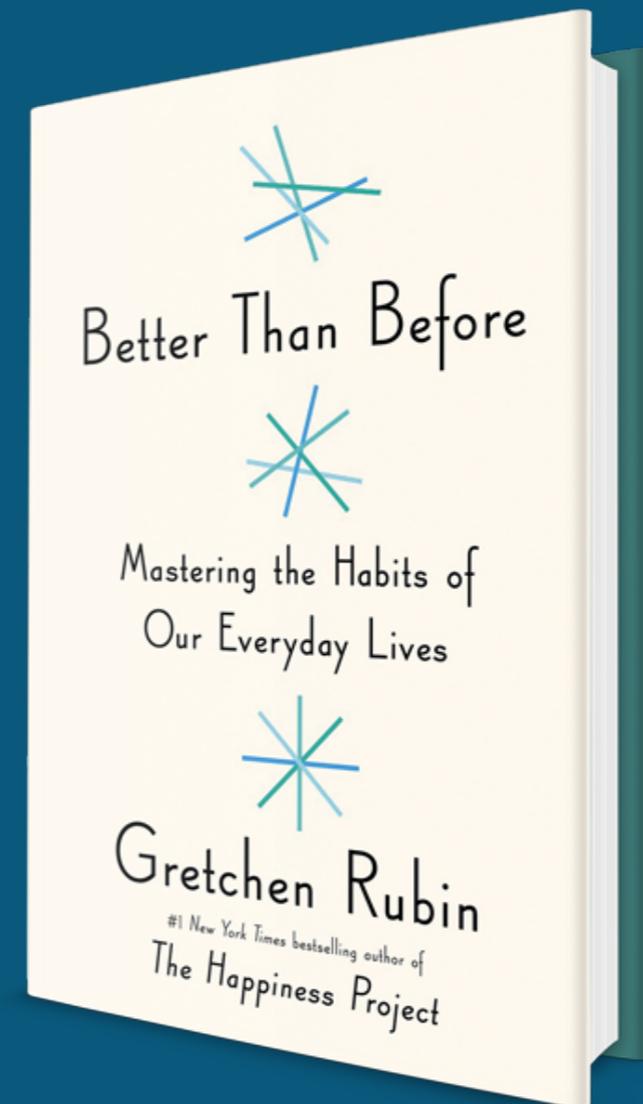
—**Charles Duhigg**, author of the *New York Times* bestseller, *The Power of Habits*

“Filled with insights about our patterns of behavior, *Better Than Before* addresses one of life's big and timeless questions: how can we transform ourselves?”

—**Arianna Huffington**, author of the *New York Times* bestseller, *Thrive*

“Is there a habit in your life you'd like to change? If so, here's your first step: Read this book.”

—**Dan Heath**, co-author of the *New York Times* bestsellers, *Made to Stick*, *Switch*, and *Decisive*



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