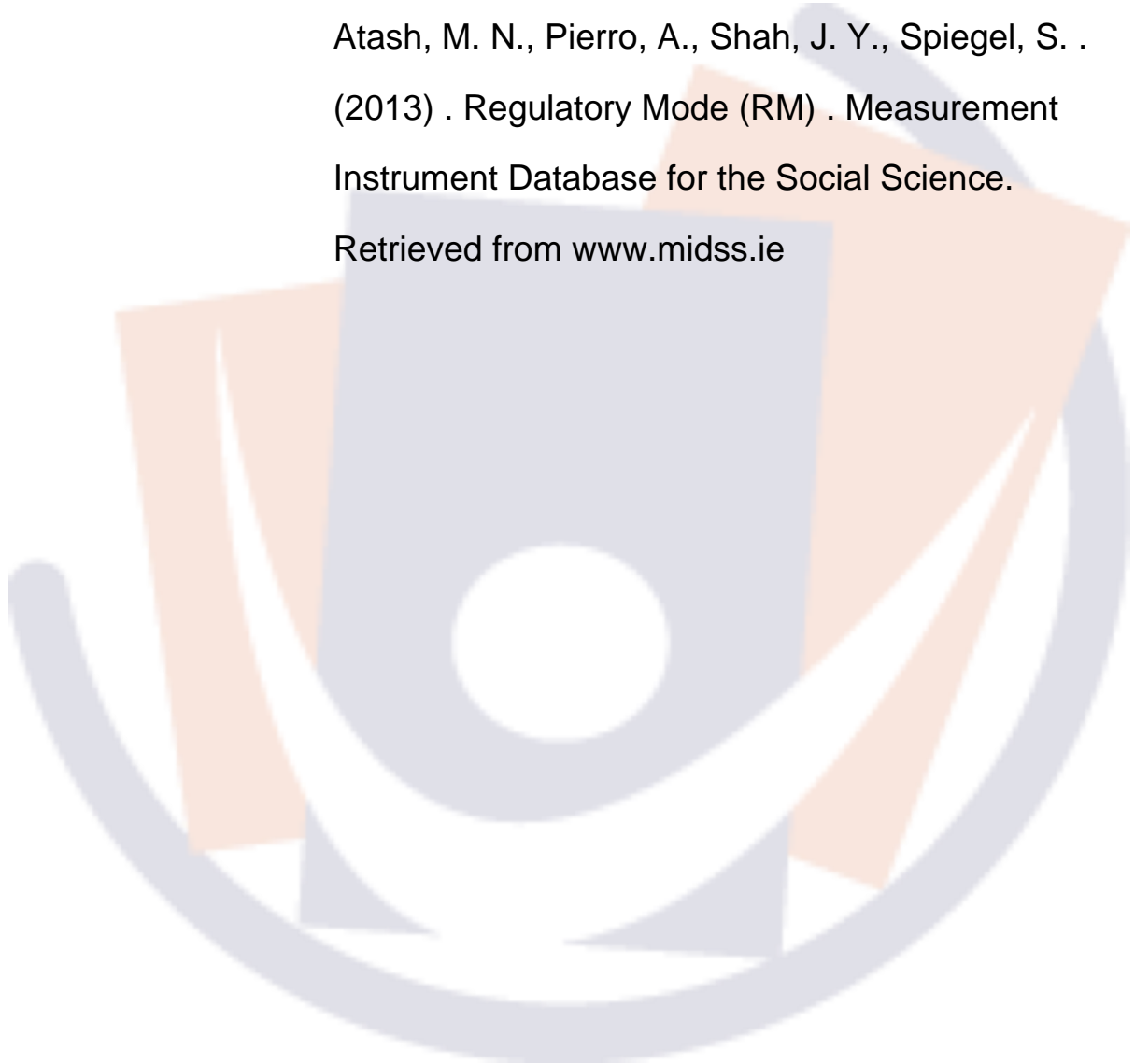


Instrument Title: Regulatory Mode (RM)

Instrument Author: Kruglanski, A. W., Thompson, E. P., Higgins, E. T.,
Atash, M. N., Pierro, A., Shah, J. Y., Spiegel, S.

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Read each of the following statements and decide how much you agree with each according to your beliefs and experiences. Please respond according to the following scale:

1 = strongly disagree 4 = slightly agree
2 = moderately disagree 5 = moderately agree
3 = slightly disagree 6 = strongly agree

- _____ 1. I don't mind doing things even if they involve extra effort.
- _____ 2. I never evaluate my social interactions with others after they occur.
- _____ 3. I am a "workaholic."
- _____ 4. I feel excited just before I am about to reach a goal.
- _____ 5. I enjoy actively doing things, more than just watching and observing.
- _____ 6. I spend a great deal of time taking inventory of my positive and negative characteristics.
- _____ 7. I like evaluating other people's plans.
- _____ 8. I am a "doer."
- _____ 9. I often compare myself with other people.
- _____ 10. I don't spend much time thinking about ways others could improve themselves.
- _____ 11. I often critique work done by myself and others.
- _____ 12. I believe one should never engage in leisure activities.
- _____ 13. When I finish one project, I often wait awhile before getting started on a new one.
- _____ 14. I have never been late for work or for an appointment.
- _____ 15. I often feel that I am being evaluated by others.
- _____ 16. When I decide to do something, I can't wait to get started.
- _____ 17. I always make the right decision.
- _____ 18. I never find faults with someone I like.
- _____ 19. I am a critical person.
- _____ 20. I am very self-critical and self-conscious about what I am saying.
- _____ 21. By the time I accomplish a task, I already have the next one in mind.
- _____ 22. I often think that other people's choices and decisions are wrong.
- _____ 23. I have never hurt another person's feelings.

- _____ 24. I am a “low energy” person.
- _____ 25. Most of the time my thoughts are occupied with the task that I wish to accomplish.
- _____ 26. I feel that there is no such thing as an honest mistake.
- _____ 27. I rarely analyze the conversations I have had with others after they occur.
- _____ 28. When I get started on something, I usually persevere until I finish.
- _____ 29. I am a “go-getter.”
- _____ 30. When I meet a new person I usually evaluate how well he or she is doing on various dimensions (e.g., looks, achievements, social status, clothes).

