

what's your SQ?

(sexual quotient)

a self-administered psychometric test to help you assess your libidinal personality



PHOTOGRAPHIC ILLUSTRATION BY WILLIAM LARSON

SEX IS NOT ONLY THE MOTOR but also the navigator of the human psyche. A man's love life—whether he be single or married—is intimately related to his business career, to his social pastimes and even to the car he drives. In the current jargon of the social sciences, it can be said that the games you play in bed are structurally similar to the games you play in every arena of your life. Thus, your sexual profile approximates the contours of your entire personality. The purpose of this self-scoring questionnaire is to give you a better knowledge of your

sexual self and, through that, a deeper insight into your total self.

These questions set up what are technically known as interpersonal transactions. In every case, you are given three choices, and each choice can be considered a move in the game of your life. The types of choices you make will indicate the kind of "game" you are playing most of the time.

Be sure to answer every one of the 54 multiple-choice questions by checking one of the answers, and ignore the apparently inconsistent order of a's, b's and c's that precede the choices; their

significance will be explained at the end of the questions in a series of three profiles, which should not be looked at before you complete the test. The reason for the seemingly random order of questions, which jump back and forth among various subjects (such as job, sex, money, etc.), is to keep you just a bit off balance, so that your responses will have a spontaneity they might lack if you were "pre-set" for a batch of questions on a single topic. Of course, as in all such tests, you will often find that none of the three choices seems (continued on page 152)

sexual quotient (continued from page 149)

suitable to you. The reason is simple: We are all, in the final analysis, individuals; and a test of this sort is only capable of pinpointing psychosexual prototypes. When you encounter such a question, accept the answer that seems least unlikely. If all three still seem unacceptable, look at them again; you'll probably find that one is a little less alien to you than the two others. Choose it by checking its letter designation.

1. You generally think that sex:

- a. Is for enjoyment, and there is no reason to deny it.
- b. Is like playing with dynamite, and you have to be careful.
- c. Is a sacred act that should be reserved primarily for procreation.

2. You've just lost your job, and the mortgage on your condominium will be foreclosed if you don't find another job immediately. You have two offers of equal salary and interest. In choosing between them, your chief concern would be:

- a. Which one offers more power and prestige.
- b. Which one is more compatible with your personal abilities, so that you could fit into it snugly for long-term security.
- c. Whether one of them might compromise important moral principles.

3. You have been hired and now you must submit your first important piece of work to your supervisor. While you wait for his response:

- c. You feel some resentment that you are being judged by a man who might be, in fact, less capable than you.
- b. You are afraid that he isn't going to be very satisfied with what you have offered.
- a. You wait for him to be pleasantly surprised with the outstanding job you have done.

4. You've been on your new job for about a month but you haven't yet been invited to lunch by your co-workers. You find yourself thinking:

- b. "What have I done wrong? I must have goofed somewhere."
- a. "They're probably afraid of me. My abilities and accomplishments threaten them."
- c. "I should care. Who needs them, anyway?"

5. At home alone, you turn on your FM set and hear a love ballad by a sultry female singer.

- a. You imagine that she is singing to you and think happily of the times women have been in love with you.
- c. You hardly listen to it, because this kind of sentimentality is a little too syrupy to be palatable.
- b. You feel an inexplicable sense of loneliness and sadness.

6. You've just gotten home from work and have a half hour to get ready to pick up your date for dinner. You look in the bathroom mirror and:

- c. You do whatever has to be done (wash up, comb your hair, shave, etc.), without thinking much about your basic appearance.
- b. You wish you were more handsome and a little thinner (or heavier).
- a. You are satisfied that you're better-looking than most guys.

7. You are attending a reception at the opening of a modern art gallery, where most of the guests are prominent members of local society or strangers to you.

- b. You try not to appear pushy or conspicuous.
- a. You are eager to make a good impression and show them what a witty and brilliant conversationalist you are.
- c. You feel that these people are rather shallow and not really very interesting.

8. When you share a bed with a member of the opposite sex:

- a. You sleep in the nude, because this maximizes the possibility of repeated coitus. Besides, the body is not meant to be covered up all the time.
- b. You wear pajamas. You always have and you always will. Don't most people?
- c. You sleep in your underwear. This way, it is easier to get going the next morning.

9. You are at a party and your date walks out on the balcony with a male guest. You see her in animated conversation for a long period of time.

- a. You wonder what she sees in the clod.
- c. It doesn't bother you too much.
- b. You feel somewhat deserted and console yourself with a few extra drinks.

10. When another man backs his big sedan into the space where you had planned to slip your sports car:

- c. You are disturbed by the injustice, but refuse to make a public spectacle by quarreling about it.
- b. You move on, because he may have started turning in before you did.
- a. You immediately protest and demand that he move on.

11. Modern sex manuals emphasize the importance of foreplay in maximizing the woman's sexual pleasure.

- a. You consider this a challenge and look forward to further elaborations in your sexual repertoire.
- b. This emphasis makes you feel some-

what anxious, since it places tremendous responsibility on the male partner.

c. You sometimes resent this kind of pressure, convinced that the capacity of a woman to reach orgasm has as much to do with her as with you.

12. You're in an automobile showroom, trying to make up your mind about buying a new car. Your primary concern is:

- a. How smart and sporty the car looks.
- b. How much it costs.
- c. Whether or not you really need a new car.

13. When you're ready to settle down, you will pick your wife primarily on the basis of:

- a. How well she stands out in the crowd and can rise with you as you climb the ladder of success.
- b. Whether you think she will take good care of you and your children.
- c. Whether she thinks seriously about the important issues of our time.

14. It's your first date with an attractive girl. When you take her back to her apartment, she invites you in and then changes into "something more comfortable," making it very clear what she has in mind. Your *first* thought is:

- b. You are pleased but wonder if she's really a sincere person.
- a. You are delighted at this proof of your own sex appeal.
- c. You feel a little uncomfortable, because a woman shouldn't make the first overture.

15. When you think of your childhood, you find it most pleasing to remember that:

- b. Your parents usually let you have your own way if you insisted.
- c. You were always appropriately rewarded by your parents when you were a good boy.
- a. You were usually the center of attention at home.

16. On the night before an examination, there is a power failure throughout your area. There is no way in which you can finish preparing for the exam, but the next day you take it anyway. You don't do a very good job. Afterward, you think to yourself:

- c. "The power failure is no excuse. I should have studied harder throughout the semester."
- a. "Obviously, I would have done much better if it hadn't been for circumstances that were beyond my control."
- b. "Even if there had been no power failure, I don't suppose I would have done that much better."

17. During sexual intercourse, you are concerned that:

(continued on page 158)

sexual quotient (continued from page 152)

- a. You are performing as well as others your partner has known.
- b. You do not have a premature ejaculation.
- c. You will not be able to maintain your erection.

18. You were planning to play golf today, but your wife reminds you that you've promised to baby-sit while she attends her drama class. You give in, because:

- a. You want to show her what a good guy you are.
- c. A promise is a promise.
- b. You don't want to start an argument.

19. You think you've found a way to save your company hundreds of thousands of dollars a year. When you submit the plan to your supervisor, he says curtly that it can't work. Your immediate reaction is:

- b. Humiliation for having made a fool of yourself; obviously, he wouldn't be your supervisor if he didn't know the company's problems better than you.
- c. A quiet determination to take the plan to a higher level of administration, where it will be considered more objectively.
- a. Anger because he is obviously stupid and incompetent.

20. Over lunch, your friends start talking excitedly about a mutual acquaintance who has been nominated to the city council at the age of 32. As they praise this and his other accomplishments:

- b. You are reminded of your own comparatively insignificant level of achievement.

- a. You feel you have as much on the ball as he does.

- c. You feel constrained to point out certain defects in this man, who is almost certainly a bit of an opportunist.

21. Your main reason for having chosen your current girlfriend is:

- a. People are impressed when you appear in public with such a beautiful girl.

- c. She makes few demands on you and doesn't get you too involved.

- b. She is very loyal to you and builds you up when you're feeling low.

22. Of the following values, the most important to you is:

- a. Success, pure and simple, and why hide the fact?

- b. The love and friendship of people you care about.

- c. Maintaining your integrity in this unscrupulous age.

23. It's often true that sexual interest wanes during marriage. This is not difficult for you to understand, because:

- a. Familiarity tends to breed indifference.

- b. In time, all energies, including the sexual, diminish.

- c. There is much more to married life than sex.

24. In a discussion of the upcoming Presidential election, you reveal your preference for a particular candidate. To your surprise, none of your friends agree with you; several of them look as if they have just revised their opinion of your intelligence several notches downward.

- b. You wish you had kept your mouth shut and vow that in the future, you will remember the old saying about never discussing politics or religion.

- c. You summon up a string of very strong points, enumerating them on your fingers, and crush their point of view thoroughly.

- a. You think you are a lot hipper than these people.

25. Your fiancée informs you that she'd like to continue her professional career after marriage.

- c. You are not entirely pleased, but you go along with her decision, because you believe in fairness and equality for women.

- a. You like the idea, because it will show everybody that your wife is a most unusual and talented girl.

- b. You feel that this may reflect on your ability as a breadwinner, but you go along with it, because two salaries are obviously better than one.

26. Right after sexual intercourse, you reach reflexively for your cigarettes on the bedside table. Your partner, a non-smoker, rebukes you with, "Do you really need that?"

- c. You accept the rebuke, reminding yourself of how many times you have vowed to give up smoking.

- b. You accept the rebuke and wonder further if the sudden criticism reflects an unspoken dissatisfaction with your sexual performance.

- a. You wonder if your breath is bothering her and decide to buy a breath sweetener.

27. After a full day on the slopes, you put on a brand-new *après-ski* outfit and enter the lodge's crowded cocktail lounge.

- b. You find yourself wondering immediately if the new outfit makes you stand out too much.

- a. You feel pretty sure that several of the women are immediately interested in you.

- c. You find most of the people drunk and noisy and wish you were back on the slopes perfecting your form.

28. After going with a girl for several months, you sense that she's lost interest and hear that she's been making it with another guy.

- b. You feel deserted.

- c. You hope people won't think she dropped you because of some hidden flaw in your character.

- a. You are sure that sooner or later, she'll rue the day.

29. Your girl tells you, at length, that she thinks the only men who get ahead in the world are those who aren't afraid to be aggressive and pushy.

- a. You agree and admit that you act that way a good deal of the time.

- b. You're repelled at the idea and wonder if her remarks are an implied put-down of your own considerate, fair-minded behavior.

- c. You tend to agree, but explain that a man has to be careful not to acquire a reputation for this kind of behavior.

30. A little-theater group has been formed in your community. You're asked to join and you reflect:

- c. You might do rather well as a director.

- a. It would be fun to try your hand at acting.

- b. You could help behind the scenes.

31. After intercourse, you generally:

- a. Roll over and fall asleep.

- b. Have a cigarette or raid the refrigerator.

- c. Open a book and read until you fall asleep.

32. You want to make a favorable impression on a young lovely in your office. The qualities you try to project are:

- b. Friendliness and helpfulness.

- c. Integrity and sincerity.

- a. Virility and charm.

33. Your closest friends and associates, if given the following choices, would describe you as:

- c. Individualistic but scrupulously fair-minded.

- a. A born leader and a real nice guy.

- b. A good guy who lets himself be pushed around by other people.

34. You receive a letter from the IRS telling you to appear in person to explain an irregularity in your tax form. As you enter the office, you notice that your heart is beating faster and your palms are sweaty.

- a. This is a natural reaction, you figure, but you most certainly aren't going to let *them* notice it.

- b. You hope that the official you deal with will notice this distress and be as easy as possible on you.

- c. You're furious with yourself for this

infantile reaction and determine to keep yourself under icy control while you prove that the mistake was made by the tax people, not by you.

35. You feel most unhappy when you're forced into a situation where:

a. You're alone in a new environment and nobody is paying any attention to you.

c. You've done something you know is reprehensible and selfish.

b. You are expected to perform above the capacities you actually possess.

36. Your fiancée insists that you wear a wedding ring after you're married.

b. You like the idea and suggest matching wedding bands for both of you.

a. You begin looking around for an unusual wedding band that will catch people's attention.

c. You rebel inwardly and probably will end up bluntly refusing.

37. You and your new wife are about to move into your first apartment. In thinking about the kind of bed to purchase, you find that you would much prefer:

a. One that is king-size, because you like doing everything in an uninhibited way and you would like this reflected in your bedroom furnishings.

b. A regular-size double bed, because you enjoy the feeling of closeness and contact.

c. Any bed whose construction will guarantee a good night's sleep.

38. You would prefer to have an affair with a girl who:

a. Never seemed to find any faults to criticize in you.

b. Never caused you to find any serious faults in her.

c. Had some faults but was willing to be changed by you.

39. Somebody who dislikes you has said an unkind thing about you that had a small element of truth in it. It could have been:

a. You are extremely conceited and act like a know-it-all.

c. You are a thoroughly humorless stuffed shirt.

b. You're always asking other people to make your decisions for you.

40. At lunchtime, your co-workers get into a heated discussion about the war in Vietnam.

b. You wait to see which way the wind is blowing before venturing an opinion of your own, since you would rather not antagonize anyone.

a. You express your own opinion very strongly and try to take over the conversation in order to straighten out the misunderstandings.

c. You have mixed feelings about

the issue, but mainly you are disdainful of the fact that everybody is talking emotionally rather than reasonably.

41. After an office party, you took home a girl you don't care much about, who was quite stoned. You had intercourse, but have ignored her ever since, and you are feeling guilty whenever she looks longingly at you.

b. This guilt occasionally becomes almost intolerable and you finally take the girl to lunch, so she won't feel quite so rejected.

a. You can handle the guilt, but you hope that others at the office don't find out what you've done.

c. You decide that guilt is just the price you have to pay for being a generally scrupulous and sensitive person.

42. If your marriage is a failure, it will be because:

a. Sexually, one woman won't be enough for you.

b. Your wife will eventually tire of you.

c. Modern women are flighty and undependable.

43. If your marriage is a success, it will be because:

b. You're big enough to compromise in order to maintain a loving relationship.

c. You will pick a wife who has the qualities you demand in a mate; and, in turn, you will never let her down in any way.

a. A reasonable guy can always find a way to patch up a conflict if he uses his charm and keeps his head.

44. After a party, you find that the host is rather cool whenever you meet, and you don't know why.

c. You're peeved, feeling that it's *his* move; he should either confront you with a complaint or stop sulking.

b. You imagine that you must have done something very foolish.

a. You confront him and say, "I'll apologize, if you really have some legitimate beef against me. Let's hear it."

45. You have received a card from your dentist, notifying you that you are due for your regular checkup.

a. You make an appointment, because you don't want to be like those people who start losing their teeth during middle age.

c. You make an appointment, because you want to be a good example to your children.

b. You promise yourself that you'll call for an appointment, but somehow it keeps slipping your mind.

46. During the first six months of an affair:

a. You and your girl try all the *Kama Sutra* positions.

b. You try sexual experimentation only if the girl hints strongly that she wants such diversity.

c. You never deviate from the normal and proper coital position.

47. You have been admitted to a top-drawer fraternity and, in thinking about the impression you will make on your fellow Greeks, you are most concerned with projecting:

c. Sincerity and integrity.

a. Leadership qualities, together with good sportsmanship.

b. Friendliness and affability.

48. You have moved into a new high-rise apartment. As you become acquainted with your neighbors, you feel that most of them:

b. Have more on the ball than you, and know it.

a. Are favorably impressed with your good qualities.

c. Are not really serious or sincere.

49. You've charmed your best friend's girl away. In retrospect:

b. You feel guilty, even though you couldn't help it.

c. You blame yourself, sometimes unmercifully.

a. You try to make sure everybody knows you acted fairly and weren't underhanded.

50. A close friend has done something to make you angry and you want to tell him so.

a. You do it without hesitation but leave a bridge over which a reconciliation can later be forged.

c. You make sure before you act that your anger is justified by your principles rather than mere selfishness.

b. You try to avoid the confrontation; but if you can't, you make sure the other person realizes that he has hurt you badly and that you're very sorry that you have to act the same way in self-defense.

51. Your girlfriend expresses great admiration for a virile movie star.

a. You tell her that everybody knows he's actually a homosexual in real life.

b. You wish you had the same kind of magnetic personality he has.

c. You think she's just a little bit silly to be impressed by a man whose real character she doesn't even know.

52. If you chose a career in the sciences, you would most likely prefer:

a. An administrative post in a scientific foundation, dealing mostly with management personnel.

b. Medicine, social work or some other

profession in which you can help people.

c. The hard sciences (such as physics), in which you deal with facts.

53. Your attitude toward hippies is:

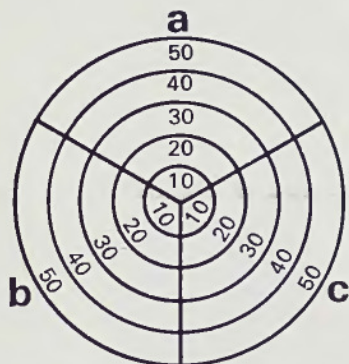
- a. Tolerant but a little amused.
- b. Sympathetic; the poor kids are just reacting to an inhuman world.
- c. Critical; a good talking-to and a bath would probably straighten them out.

54. Some of your neighbors engage in mate swapping. You know you can get in on the action any time by dropping a hint.

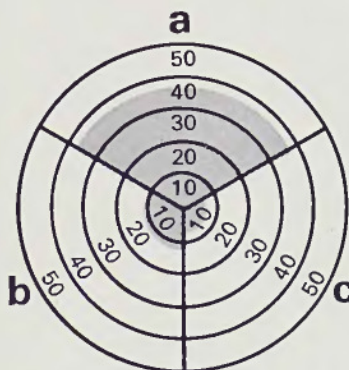
- a. You're tempted; and if you refrain, it's because of the dangers of a scandal that might hurt your business career.
- b. You're tempted, but refrain because it would threaten the stability of your current relationship.
- c. You refrain, because that type of behavior is sick.

...

Now add up the number of a's, b's and c's and plot them on the following graph.

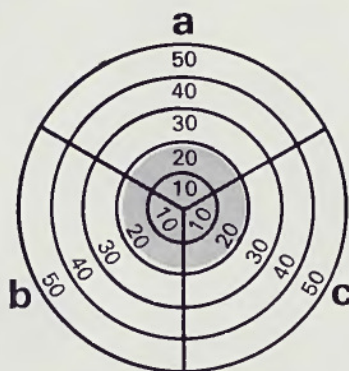


For instance, if you score 37 a's, 11 b's and 6 c's, your graph will look like this:



Any such lopsided personality profile means that you are in a bag. You are overly committed to one set of attitudes and sociosexual "games." An ideally

flexible and self-aware personality would tend to have a more rounded and symmetrical profile, such as this:



Few people are this well balanced; so you needn't run to a shrink if your profile is lopsided. But life presents us with a continuous series of challenges, each requiring its own solution; and any one-sided individual will tend unconsciously to react to each situation with the same basic strategy, thereby making his responses inappropriate much of the time. A rounded personality profile indicates the flexibility to deal realistically with a wider variety of psychosexual situations, rather than falling back on a patterned, rigid response that may not apply. Confucius and Aristotle described such a man as following "the middle path" or "the golden mean." Modern psychology describes him as the "self-actualizing personality."

If you are hung up in a particular area of the circular graph, the following analyses will tell you a great deal about yourself. Of course, you will reject much of this information; and partly, you will be right—you are an individual, not a category. But partly, you will be kidding yourself, since we're all reluctant or unable to recognize our own hang-ups. The value of this test to you will depend entirely on your ability to ask yourself honestly—when you rebel against a statement in the following profiles—whether your disbelief is genuine rather than merely an evasion of an unpleasant reality. Finally, bear in mind that if these profiles seem unduly judgmental, it is because they emphasize the extreme aspects of each type.

TYPE A

Freudians describe this type of man as a Don Juan or a "phallic narcissist." In more popular parlance, he is a lady-killer, the fellow enviously known among his friends as "the make-out artist." Not surprisingly, many women find his charm irresistible—not that he was born an Adonis but because he works at it, and his machinations can be Machiavellian. To further enhance his image as

a great lover, he consciously seeks clues to improved sexual performance in marriage manuals and erotica.

Nevertheless, he has a basic problem with women (and with his male friends and co-workers, too). His perspective is godlike and it causes him to see other people as satellites of himself. Probably, many women from his past remember this aspect of him and say bitterly, "Behind all that charm, he's the world's most self-centered son of a bitch." They don't realize that his egoism is really a manifestation of basic inner insecurity. His is not a normal wish to be loved and admired; he compulsively needs these responses. This is the spark that starts his motor and, lacking it, he tends to stall and become unproductive, meanwhile achieving glory in the substitute world of fantasies and daydreams—which may become more important to him than reality.

This need for admiration colors every aspect of his life. Moreover, he is as comfortable with leadership as fish are with water; under the best of circumstances, he can rise to heroic stature. Even in more mundane situations, he tends to take charge, and others expect this of him. Unfortunately, this tendency to play "I'm the king of the castle" can take a self-defeating turn and he might be found, like Achilles, sulking in his tent on the eve of battle because he hasn't been adequately appreciated. Or he can blossom forth as a bush-league Mussolini, seeking adulation through all means, fair and foul—just as long as the reward is immediate, for postponed gratification is intolerable to him.

Thus, he has the potential to rise rapidly in the corporate structure of modern America, eagerly accepting new responsibilities and performing very creditably as long as his superiors reward him with raises and praises and his subordinates seem genuinely convinced of his excellence. But he can also lead his department, or his whole company, into a fiasco, because those under him will be extremely reluctant to pass on bad news when it reflects on his previous judgments: They are much more aware of his sensitivity to criticism than he himself is.

He will be loath to recognize these weaknesses, for he is the man who never admits to having any neurotic elements in his personality. If he ever lands on the psychiatrist's couch, it will happen in middle age—probably because his anxieties have manifested themselves physically, causing some stubborn symptom that his medical doctor recognizes as psychosomatic. Migraine headache is the most common route by which Type A individuals arrive in psychotherapy; but they usually quit before any great insight is gained, convinced that their shrinks don't know what they're talking about. This is a typical Type A defense against anybody who tries to make him take a

hard, honest look at himself.

His social climbing is functionally related to his sexual bed hopping. Just as success in a given job immediately turns his mind to seeking a better position with still more power and prestige, the excitement of sexual pursuit means so much to him that he is likely to feel let down after each conquest and quickly seek a new challenge. He is, therefore, the bachelor par excellence. Sex to him is more the search for a better orgasm than the search for a better sexual partner. He will seek multiorgasmic women and will take great delight in the number of times he can bring them to climax, since this proves his manliness and prowess. (Oddly enough, were he a homosexual, he would be the swishiest type of all, turning effeminacy into the same kind of fetish he now makes of masculinity. In both cases, what is being acted out is not so much a gender role as just plain exhibitionism.) Type A tends to indulge in sexual athleticism—especially in his youth—and, characteristically, boasts about this to the envy of his less virile friends. Because of his need to boast about his sexual exploits, Kiss and Tell is one of his favorite games.

For the same exhibitionistic reasons, he prefers to have sex with the lights on. Similarly, he would be the first one in the office to wear the latest styles in clothing; his beachwear exposes as much skin as the law allows; and if he had been interviewed for the Kinsey Report, he would have hidden nothing and perhaps even exaggerated the number and variety of his erotic experiences. Although he is less likely to become an alcoholic than Type B, he might become excessively inebriated at times, to prove "how much he can take." He would also be less hesitant about smoking pot than would Type B or Type C. Because of his delight in fantasy, he might continue masturbation after adolescence, in spite of his active sexual life; and there's a good chance he has an extensive collection of pornography.

If he hires a prostitute, he will take full advantage of the fact that "He who pays the piper can call the tune": He'll act out some of his wilder fantasies, perhaps even experimenting with mild forms of sadism. He'll never have any inhibitions about mouth-genital contacts during sex and will especially enjoy the passive role—which might be accompanied with fantasies about sultans and harem girls.

Since his is basically an ambiguous character, he can, at worst, become sociopathic—the moral imbecile who tramples on everybody else in his quest for self-gratification. At best, he might develop into the classic solid citizen—wise father, loyal husband, good provider and leader of the tribe. The key to these contradictions goes back to his infancy, when he was conditioned to inordinate

praise from others. Ever since, he has been seeking such praise as the supreme goal in life and dreading the day when he might do something considered second- or third-rate. Perhaps he was an only child and his parents lavished too much attention on him—but it is also possible that he grew up in a large family or in an orphanage where he was starved for affection. In any case, he always feels anxiety in a situation in which he is criticized—even merely ignored. If, as some psychologists believe, every neurosis is the acting out of a paradox, his inner contradiction is that he is an individualist heavily dependent upon others. He may even embrace what is called the "zero-sum illusion": Believing that happiness in this world is extremely rare and strictly rationed, he feels every gain for another is a loss for himself. He probably believes, in the words of Broadway producer David Merrick, "It is not enough for me to succeed. It is also necessary for others to fail."

In spite of his promiscuous tendencies, he will marry eventually, because his strong drive for success, coupled with a keen reality sense, recognizes that in most business situations a man is not promoted to a position of major importance until he has proved his stability by "settling down." But his roguishly roving eye may make his marriage(s) rocky. Yet he may settle into a happy monogamy, if he receives from his wife and children the kind of adulation he has always needed. Then, having a sense of worthiness that proceeds not only from their respect for his accomplishments but also from their intimate knowledge and tolerance of his weaknesses, he might begin to relax a little. He could even become less neurotically attached to projecting an image of perfection. In this event, he'll start to see people as people rather than as living testimonials to his own godlike superiority. He'll then outgrow his one-upmanship games and become not a cardboard superman but a genuine and mature adult.

TYPE B

Type B has a greater need for lasting relations with women than does Type A, because his sense of security is strongly dependent upon being loved, cared for and emotionally supported by others. At the same time, he feels undeserving of this attention and lives in fear that it may be withdrawn: No matter how regular his sex life may be, he enters each bedroom session fearing that it may be a fiasco.

Unconsciously, love is "food" to him. In extreme cases, Type B gets hung up on cunnilingus to the virtual exclusion of coitus. This is not just because he is what the Freudians call an oral personality (his mouth is always busy, nibbling snacks, smoking, biting his fingernails, gnawing on pencils, etc.) but also because he is compulsive about symbolically placing

his women on a pedestal. Although his type doesn't necessarily have real potency problems, he will worry a great deal about this possibility. During the sex act, he seeks evidence that his partner cares for him much more than he seeks physical pleasure; indeed, his orgasm tends to be tame, compared with that of Type A, and he feels depleted after the act. But he empathizes with the woman more than does Type A—sometimes excessively—and, if this can make him a very satisfactory lover, it can also lead him to undervalue his own gratification in favor of his partner's. Like Type A, he probably asks afterward, "Was it good?" But there is a sharp difference in his reactions to the answer. Type A will accept a yes as true and due, but Type B will suspect that his partner is merely being kind; if the answer is no, Type A will diagnose the woman as frigid and reject the implied criticism, but Type B will accept it as a reflection of his own inadequacy, not hers.

As Mike Nichols said in a *Playboy Interview* (June 1966), some people win by winning (Type A) and some people win by losing (Type B). The self-concept of Type B is that he is somehow irrevocably handicapped in the struggle for existence, and he seeks to make everybody aware of this so that he will be treated with the consideration and sympathy due a cripple. Dr. Eric Berne describes this as the "Wooden Leg" game. Type B is always communicating the same message, verbally and nonverbally: "Don't expect me to keep up with the rest of you guys—remember my wooden leg." Hence, he seldom works up to his capacities.

This analysis may sound brutal, but a hard-core Type B personality won't mind reading it. Unlike Type A, he doesn't deny his neurotic tendencies; on the contrary, he is rather attached to them. They provide the symbolic wooden leg that is his excuse for failure.

The paradox of winning by losing manifests itself in every area of his behavior. He seeks to be inconspicuous and is always embarrassed when made the center of attention; this "psychological invisibility" (which Type A would find intolerable) saves him from being confronted with challenges that he fears would overwhelm him. But his incompetence is as strategic as Type A's competence; both are acting out life scripts they have written for themselves. Any Type A can be thrown into a crisis with which he is unable to cope; but he will pretend to be on top of the situation, however baffled and frightened he may feel. Type Bs, on the other hand, though not necessarily below average in ability (they are often *above* average), tend to shun test situations, because they are convinced of failure in advance. Thus, by avoiding the anxiety of

trying, which he finds painful, Type B scores a psychological victory (reduced anxiety) and succeeds in the contradictory achievement of winning by losing.

An extreme case will even allow himself to be cheated and exploited by others without protesting. When he does express anger, it will be in the form of a temper tantrum, but only in cases where he knows, unconsciously, that the other party is really innocent and meant no harm. In this way, he guarantees that his outburst will accomplish nothing and, once again, he wins by losing.

His sexual behavior, of course, manifests the same tendencies. Since failure to satisfy a woman will appear to be his fault, no matter how much evidence there may be that the hang-up is hers, he will inevitably seek women who are easily turned on. Were he to visit a prostitute, he would not see the occasion as a chance to have everything his own way, as Type A would. More likely, he would attempt to make friends with her; he'd try to convince her he's a good guy and might even ask, "What's a nice girl like you doing in a place like this?"

If persuaded to participate in a Kinsey type of survey, he would tend to interview the interviewer, seeking to discover how his behavior compared with the norm and looking for reassurance that he is not in any way deviant.

Typically, the Type B personality was formed in early infancy by a mother who coldly rejected his dependency needs, which were normal at that age. Some Type Bs had the opposite kind of infancy, overindulged by a neurotic mother, who anticipated all their wishes and thus conditioned them to a perpetual attitude of dependence. In either case, B is always trying to manipulate people into mothering him, and he projects this need onto men as well as onto women. He is the first to become an ardent disciple of a Type A, who, being flattered, encourages the Type B. The relationship breaks off when Type A becomes tired of solving all of B's problems for him, and then B feels betrayed. (This overdependency has an element of masochism in it, and were Type B a homosexual, he and his Type A partner would play out this drama of trust and betrayal with even greater emotional intensity.) If the Type A is a distant authority—a *Führer* of some sort—B can go on adoring him forever.

He would be more hesitant about trying marijuana than Type A; but if he tried it, he might well become a daily user. He is more likely, though, to become a problem drinker. If a cured alcoholic, he would be a very enthusiastic A. A. member, delighting in the chance to give unselfishly of himself and to help others still struggling with their problem.

If he discovered some talent for painting, music or writing, he would be especially happy; for in creating his own

symbolic world, he would be free of the anxieties that haunt his interpersonal relations. However, he might be reluctant to submit his work to the public and he would accept every criticism as evidence that he has no real talent. By contrast, rejection for a Type A would prove that he is "ahead of his time," only to be recognized after death, or that his critic is a hostile idiot. Many successful Type B artists were literally pushed into success by their friends. Even then, their self-doubt never left them and they remembered unfavorable reviews of their work much longer than favorable ones.

In marriage, B is likely to become the archetypal Dagwood Bumstead; his wife will probably take his pay check, pay the bills and allocate the money in the household. She will also call the shots in bed—for instance, whether the lights are on or off will be her decision, not his. With a sufficiently aggressive woman, exasperated by his timidity, Type B's marriage can degenerate into a rerun of *Who's Afraid of Virginia Woolf?* Yet he can achieve a very successful marriage if he chooses a Type B woman. Then he and she can take turns playing mother and wooden leg; and quarrels will not likely arise unless they both want to play the dependent role simultaneously.

B's ability to switch from the infantile posture to the parent posture, in fact, extends outside marriage, too. His most attractive quality, his friends will agree, is his genuine concern for others. Some might even say of him, "He'd give you the shirt off his back." The fact is, he identifies with others in trouble; he knows how it feels to be helpless. In fact, his empathy is so highly developed that sometimes it appears to be mind reading; and if he has some Type A exhibitionism in his personality, he might—inspired, perhaps, by alcohol—come on as a parlor psychoanalyst, astonishing his friends with his penetrating insights into their psyches. But he generally keeps this talent to himself, as he conceals his other abilities. Most often, he can be characterized as a man who is living in hiding, afraid to stick his head above water, for fear that somebody is waiting to push it back under.

TYPE C

Sex is more problematic for Type C than it is for Type A and Type B personalities, because C is dedicated to fighting intemperance and immorality in all its forms—and sex to him is one of them. Some women will unconsciously recognize this and avoid him without quite knowing why; but others will be drawn to him magnetically. These are timid Type B birds, with a mild tendency toward masochism; Type C will be the righteous and stable father figure they are seeking. But—like a good father—he will not let them become too

dependent. He will try to force them to grow up and stand on their own feet—as he himself does.

He is the most likely of the three types to have problems of potency or premature ejaculation—not because of any physical weakness (which is what he will fearfully suspect) but mostly because of what he considers his strength: that is, his rigidity of character. He is the man who is inflexible in both body and mind, and the convulsive and involuntary movements of orgasm either cannot break through his armor at all or he unconsciously evades this shattering experience by a premature (and puny) climax—the "sneeze in the genitals"—to prevent his body from being swept up in the act. He cannot just relax and let it happen. This adds to his potency problems by giving him a burden of unconscious resentment and anger toward the woman for whom he must "perform." Similarly, he would never ask after sex, "Was it good?" because speaking of such matters is distasteful to him; he'd rather not even think of them. He doesn't want a woman to become too attached to him. He is, in short, like a creature that has grown a shell and now has to live inside it, whatever pain this may occasion. The psychological component of this rhinolike armor plate is a deep conviction that all "useless" pleasure is self-indulgent, and therefore wrong. Whenever he does anything that other people consider just plain fun or recreation, he has to find an excuse for it. If he goes swimming or skiing, it's "to get in shape"; if he happens to buy a stylish item of apparel, it's not because he likes it or hopes it will impress others, but because it is practical for the climate in which he lives; if he tried non-coital sex, it would be because a marriage manual, preferably introduced by a clergyman, convinced him that it's a man's "duty" to gratify his sexual partner by utilizing a variety of techniques.

It is characteristic of him to present his ideas in series of numerical "points," just like an outline of a college term paper. If he were to become a scientist (which is one of his probable career choices, considering his fascination with number and measurement), his work would be notable for its rigorous and precise research but not for its originality of hypotheses. He is usually incapable of understanding Type A and Type B individuals and might go out of his way to punish them for their "misdeeds"—that is, Type A's impulsiveness and Type B's timidity, which prevent them from standing firm on a bedrock of unshakable principles, as he does. Because of his conviction that his is the only way to do things, he is unsuited to career positions requiring vision and creativity, but he is the ideal person to be appointed comptroller of a corporation, where he will hold back the Type A executives when their high-risk ideas seem unsound. He

will also help the company by pitilessly weeding out the most infantile and unproductive Type B employees.

In all probability, his parents were even more inflexible and authoritarian than he. In psychoanalytic terms, his is an anal personality: Most of his up-tightness derives from the toilet-training period of infancy. His parents may have begun training him at too early an age, before he had sphincter control, or else they reacted with such moralistic horror—"Oh, you made dirty-dirty again!"—that he has never since really liked his body or its natural functions. His energy is largely devoted to maintaining iron self-control and trying to impose a similar posture on others. People who have known him from birth will say that he "never was a child," that he seemed very grown up in comparison with his schoolmates, an impression reinforced by his lack of spontaneity and his self-conscious attitude in periods of "free" play in school.

When not headed for a career in the sciences or in the financial departments of a business, C may become a policeman, clergyman or organizer of a political reform group. He might even go into education (where he'll achieve, and enjoy, a reputation for flunking more students than anybody else). The harshness of his judgments often makes him unpopular and he can be a public nuisance at times; yet he might also be a public benefactor. His ability to stand by his conscience, no matter what the cost, can raise him to a heroism like that of the Quakers who ran the Underground Railroad before the Civil War. He could also be a revolutionary tyrant, like Marat or Lenin, or a puritanical book burner, like Anthony Comstock.

Because he is committed to both reason and morality, as he conceives them, he may become a religious fundamentalist, a dogmatic believer in any political system from Far Right to Far Left, or merely a man "who knows his own mind." He might follow the philosophy of his parents; or he might rebel against it, only to espouse any equally absolutist system at the opposite extreme. The basic content of his beliefs is irrelevant here; what makes a Type C is the rigidly methodical way in which he allows an ideology to dominate his life. Like Hamlet, he feels intensely that the world "is out of joint" and that he "was born to set it right." But while Hamlet, essentially a Type B, regretted this situation and tried to escape it, Type C accepts it manfully. Others may regard this as presumption on his part, but he feels that it's simply his duty. He is, therefore, enmeshed in a neurotic paradox: Aiming always at decency and rationality, he succeeds all too often in being indecent and irrational. This is because one of his favorite strategies in dealing with his

own unwanted sensuality is to project it outward upon others and fight it in them instead of in himself—the classic scapegoat mechanism. His morality then becomes a weapon, a form of sadism, and he uses it often, unaware that his victims are just symbolic figures representing his own unconscious drives.

Thus, the medieval witch-hunter is his archetype, and the image of woman as the sorceress is deeply embedded in his sexual attitudes. Whereas Type A, for instance, could not abide a frigid wife, since she would not respond with admiration to his sexual prowess, and Type B would be thrown into panic by such a woman, blaming himself for her lack of orgasm, Type C might actually prefer such a partner. If he became involved with a multiorgasmic female, he would probably break off the relationship, regarding her as unbalanced, nymphomaniacal or "possessed." Part of his hostility to the current sexual revolution is due to his honest puzzlement over why people make such a fuss about a pleasure that is, in his experience, very brief, very minor and perhaps quite sinful. If he visited a prostitute, he would probably not engage in extensive experimentation, like Type A, nor try to make friends with her, like Type B, but would almost certainly find a rationalization, such as, "Well, it's better than ruining a good girl." On the other hand, employment of a prostitute would be, in certain ways, most congenial to him, because he welcomes a situation in which no emotional involvement or genuine response is required. He is also likely to shower compulsively after sex, to wash away the "sin" and "filth."

Naturally, he is more squeamish or guilt-ridden about receiving oral sex than other men. If he did permit it, he would be likely to restrict this activity to foreplay, feeling that "going all the way" would be improper. He would also prefer to keep the lights off during intercourse; and if he found himself in a conversation about sex, he would contribute little. He would not want to purchase *Candy* or *Valley of the Dolls* at a bookstore, but might have them sent to his home in plain brown wrappers. And if asked to participate in a Kinsey type of survey, he would most likely refuse, claiming that the time and money could be better spent on more important kinds of research, such as getting to the moon before the Russians. Were he a homosexual, he would seek a monogamous relationship, to prove that homosexuals are as "moral" as heterosexuals; and he would probably involve himself, secretly, in a group working for greater civil liberties for homosexuals. He almost gives others the impression that he is a celibate, tending also to be a non-drinker and a nonsmoker; and even in a happy marriage, he would be very

parsimonious about expressing affection. Small children—because of the spontaneous and open nature of their affection and their anger—tend to make him uncomfortable.

Upon reaching middle age, C may begin to question himself seriously and become aware, in ways he can scarcely verbalize, that he has lived most of his life in a self-built cage. When this happens, unless he is able to ruthlessly suppress this dawning awareness of how he has cheated himself of life, he will either be beset by eruptions from the unconscious that will send him to a psychotherapist or he will break out of his shell in an explosive way that, at worst, can destroy him, his family and everything he struggled so single-mindedly to build. He will attempt to seize all the pleasures and live out all the irresponsibility that he repressed in childhood, adolescence and early adulthood. His wife will say, completely baffled, "This isn't the man I married." However, it's the other side of the very same man she thought she knew so well.

Unlike Type A, who denies any weakness in himself, and Type B, who feels that every defect he has is incurable, Type C both recognizes and fights against his frailties. In fact, he spends a good deal of time fighting blemishes that exist only in his own imagination; if it weren't for this overdeveloped conscience (superego), he might be considered the most stable of the three types. As it is, he is unable to recognize that he, too, is human; he wears himself out in an irrational pursuit of some image of perfection so ill defined and so unrealistic that, like the horizon, it recedes with each step he takes toward it.

• • •

As you evaluate the self-portrait that emerges from this questionnaire, remember that even the healthiest of us have neurotic tendencies, and it is the ability to cope with them, not their absence, that permits us to function normally. Since the "profiles" described as Types A, B and C are prototypes of the three most common neurotic personalities in America today, you would be a rare person if your hang-ups didn't lean more toward one than toward the two others.

A neurotic personality is one with an excessive tendency to play a socially learned and stereotyped role—it has somewhat the same effect on one's social life that being "typecast" has on an actor's career. An analysis of your sex quotient will help you uncover the roles, rules and rituals you learned when your personality was being molded and which you therefore habitually follow. There is another part of you—more intrinsic and perhaps greater—that is unique and spontaneous; it is always processing new data, learning, growing and developing in unpredictably individualistic ways. As you mature and

acquire self-insight, you can certainly learn—if you give yourself a chance—to break away from the less desirable (because least serviceable to you) fixed patterns of psychosexual behavior you've acquired while growing up.

Incidentally, although the sexual games people play are obviously serious, a bit of ingenuity can turn this quiz into any number of entertaining and revealing parlor games. For instance, have a girlfriend answer the questions as she thinks you would, and see how close she comes to your own answers. At the least, this will give you some insight into the degree to which you project your true psychosexual personality—or the one you'd like to project.

A twist—which may uncover a girl's own private games or fantasies—is to have her answer the questions, imagining, for the purpose, that she herself is a man.

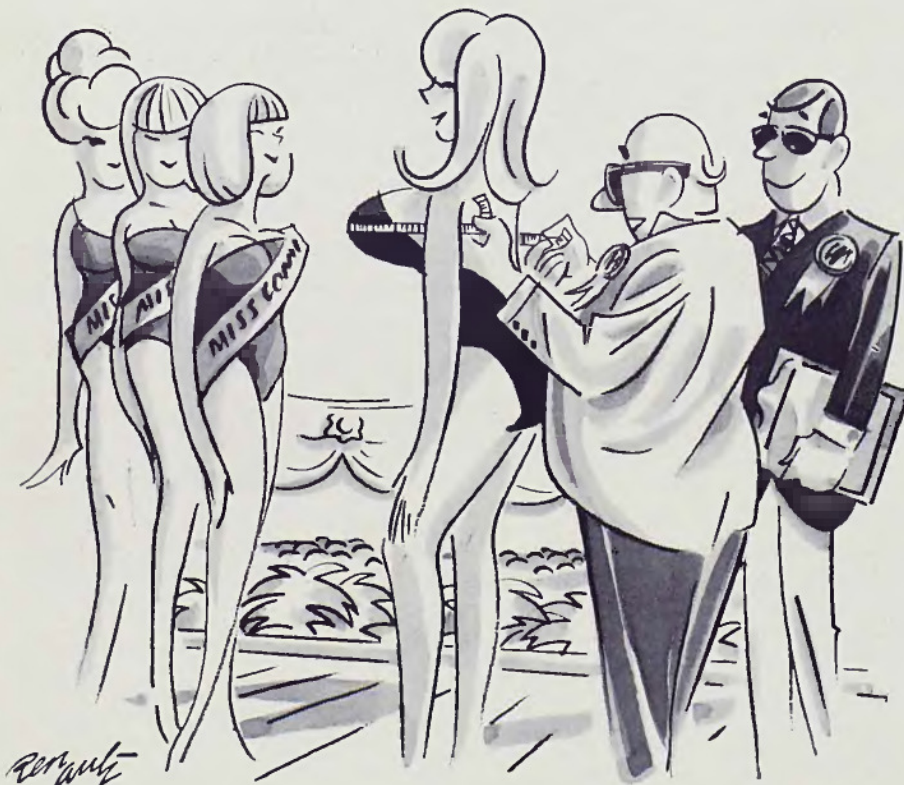
You and a group of friends might fill out the questionnaire while role-playing as your boss, as a colleague or as an absent acquaintance.

A group variation that can only be played once within the same group, before it's spoiled by everyone knowing the gimmick, works like this: By lot or some other random (or apparently random) means, one person is selected as "It." It is told that while he is out of the room,

the rest of the group will select one person to be the "Subject" of PLAYBOY's psychometric quiz. When It comes back, he will ask the questions one at a time, in rotation, around the room. All responses, he is told, will represent the respondents' best efforts to answer precisely as the Subject would do. It's up to It to decide, from the answers given, which person in the group is the Subject. He just may twig to the fact that he, himself, is the Subject before the exam is completed. But be prepared for a bit of heated discussion and debate if he doesn't twig and has to be told.

Finally, separate the men and the girls, have each group answer the questions as they agree an ideal man would (in the case of the girls, they should have in mind the ideal mate; in the case of the men, they should have in mind the kind of man they'd like to be). When all reassemble, the host reads aloud all questions and answers to reveal similarities and differences of the two ideals.

Winners? Suitable prizes? In each of these parlor games and other variations you may invent, the prize is that kind of intimate and deeply involved conversation that is sometimes the rich reward for playing Truth or Consequences far into the night, when everybody wins in some manner.



"This one has an unlisted number!"

THE DENTIST'S WIFE

(continued from page 140)

Cat's tooth'd broken off at the root." He started to laugh. "I had to keep telling Carlyle to hit harder. Finally got that sucker out, though. Right, Carlyle?"

"That's right."

The waiter came with her drink. She drained half right away.

"She drinks that like lemonade, huh, Carlyle?"

He did not know what to answer. The dentist had been stupid to ask it. But he forced himself to speak, watching her eyes. "Some people take it better than others."

"And some get falling-down nasty drunk."

She snorted, a short laugh, leaving Carlyle with a silence to fill. "Your wife don't look like that kind." He tried a broad smile.

"Yeah." The dentist finished his drink, put ten dollars on the table and stood up. "I'll be right back." He went toward the rest rooms; but when, 15 minutes later, he had not returned, Carlyle realized he was on his own.

Weather did not interest her, nor Asia, nor even hemlines. She would not speak, gave him no handle. When the ten-dollar bill had dwindled to seven pennies and a dime, he helped her out of the booth, up the stairs to the street and into a taxi.

On the Hill, she handed him a key and he opened her door. He stepped aside, knowing in this situation she would have to ask him inside. "Can you make it all right?"

She nodded and started into the dark house, with his \$1000. Then her heels stopped and turned back, but he could not see her pinched face. "You seem too nice to be his friend, Mr. Bedlow." She closed the door in his face.

The next day, he paid the dentist a visit. "Man, that was the wrongest thing you could've did, leaving like that. I got to sell myself under your nose."

Bent over his worktable, the dentist was inspecting his tools. "What happened?"

"Nothing. She just sat there and filled up on that ten you left." He was in the dentist's chair, and his jaw, remembering, began to throb. "We worse off than when we started."

"How you figure that?"

"Because now she connects me with an unhappy time. I got to have a chance to sympathize with her. But she didn't tell me nothing. I didn't have the chance to call you a bastard."

The dentist turned around, a small knife in his hand. "I couldn't sit there with that crazy bitch no more. I went to Jean's."

"You have to hold that back if you want this to work. You educated and all, but that was dumb."