

About the questionnaire

This questionnaire gathers 40 questions around four variables:

- (-A+) **Activity** (Passive/Active): How often you're willing to update your strategy, how much time you want to dedicate, and how quickly you want to see results.
- (-E+) **Emotion** (Emotional/Logical)(Indecisive/Decisive): How you make decisions, specially when things go against your plan, how you feel during uncertainty (e.g., overwhelmed? calmed?)
- (-R+) **Risk Tolerance** (Riskless/Risky): How much risk you can handle, how much you're ok with losing, and your preference to reward over risk.
- (-M+) **Mindset** (Reactive/Proactive)(Methodical/Intuitive): How you think. Do you do your own research or follow other investors? Is your strategy based on fundamentals, or do you profit from speculation? Do you rely on a step-by-step checklist, or do you trade based on intuition/knowledge/experience?

Questionnaire Information:

- For every question both opposite answers make sense. So there's not just one way of thinking.
 - Many questions have a parenthesis at the end (for the scoring system later)
 - Underlined questions weigh twice as much
 - These questions don't follow any particular order
 - Questions should have 4 to 6 answers (from Disagree to Agree) with no neutrals. Neutral answers would not lead to any result.
 - Most questions affect more than one variable
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Activity

You usually avoid selling for as long as possible. (-E)

You often feel overwhelmed. (-, -E)

You prefer to invest and relax rather than keep up with the daily excitement of the market. (-,-E)

You rarely try to find new projects and mostly invest in the ones you already know. Even when those perform way better. (-, -R)

You spend a lot of your free time exploring various projects in crypto.

You believe you constantly need to adapt your strategy to the market. If you want the best gains.

You don't mind losing money for months if you profit in the end. (-)

Your first feeling about SELL is negative, while BUY has a positive connotation. (-)

You like to invest with a simple strategy that barely needs any revision. (-, -M)

Emotion

1. You trade methodically without skipping over any steps.
 2. You are still bothered by mistakes that you made a long time ago. (-, -R)
 3. You like to follow a checklist for each trade. (-M)
 4. You rarely second-guess the choices that you have made. (R, M)
 5. You become bored or lose interest when the analysis gets highly theoretical. (-)
 6. You often change your strategy at the last possible moment. (-)
 7. You lose patience with coins that aren't as profitable as your top performers. (-, A)
 8. Your investment decision can change very quickly. (-, A)
 9. You usually prefer just buying whatever looks good on any given day instead of planning a particular strategy. (-, A)
 10. You usually stay calm, even under a lot of buying pressure. (R)
 11. You check the coin price many times the same day you buy it. Often with no intention to sell or buy anything. (-)
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Risk Tolerance

1. You take advantage of quick trade opportunities. Even if those projects have zero long-term potential.
2. You think investors would be more successful if they cared more about risk management and less about potential gains.
3. You are prone to worrying that things will take a turn for the worse. (-, -E)
4. Even a small loss can cause you to doubt your strategy. (-, -E)
5. You often make a backup plan for a backup plan. (-, -M)
6. You don't mind risking 50%+ of your portfolio if it has the chance to 10X later.
7. You feel uninterested in large blockchains. You prefer coins with a tiny market size and a high chance to explode. (A)
8. You don't mind buying coins that are moving up. You're okay risking to buy at the top as long as the project has long-term potential. (-E)
9. You lose interest in good projects when the price plateaus near the all-time low for weeks. You'd rather sell and trade more volatile coins. (E, A)
10. You'd rather lose money on being early than being late.

Mindset

1. You would pass along a good opportunity if you were expecting a better one. (E)
 2. You know at first glance where markets are moving. (E)
 3. Your investing style is closer to spontaneous quick trades than organized, consistent efforts. (R)
 4. You find it easy to understand investors with a different (if not opposite) strategy than yours. (-A)
 5. You are interested in so many things that you find it difficult to choose what to try next. (-, -E)
 6. You are not too interested in discussing various interpretations and analyses of price potential.
 7. You like to use organizing tools like schedules and lists. (E)
 8. Seeing other investors sell can easily make you feel like you want to sell too. (-)
 9. You research most of the coins you own: technology, tokenomics, whitepapers, interviews, competitors. (E, -R)
 10. You're confident in your analysis skills. You'd rather be wrong yourself than follow the wrong advice.
 11. You like to take advantage of mass psychology for easy money. Even when the project has potential and you could just hold it.
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POINT SYSTEM

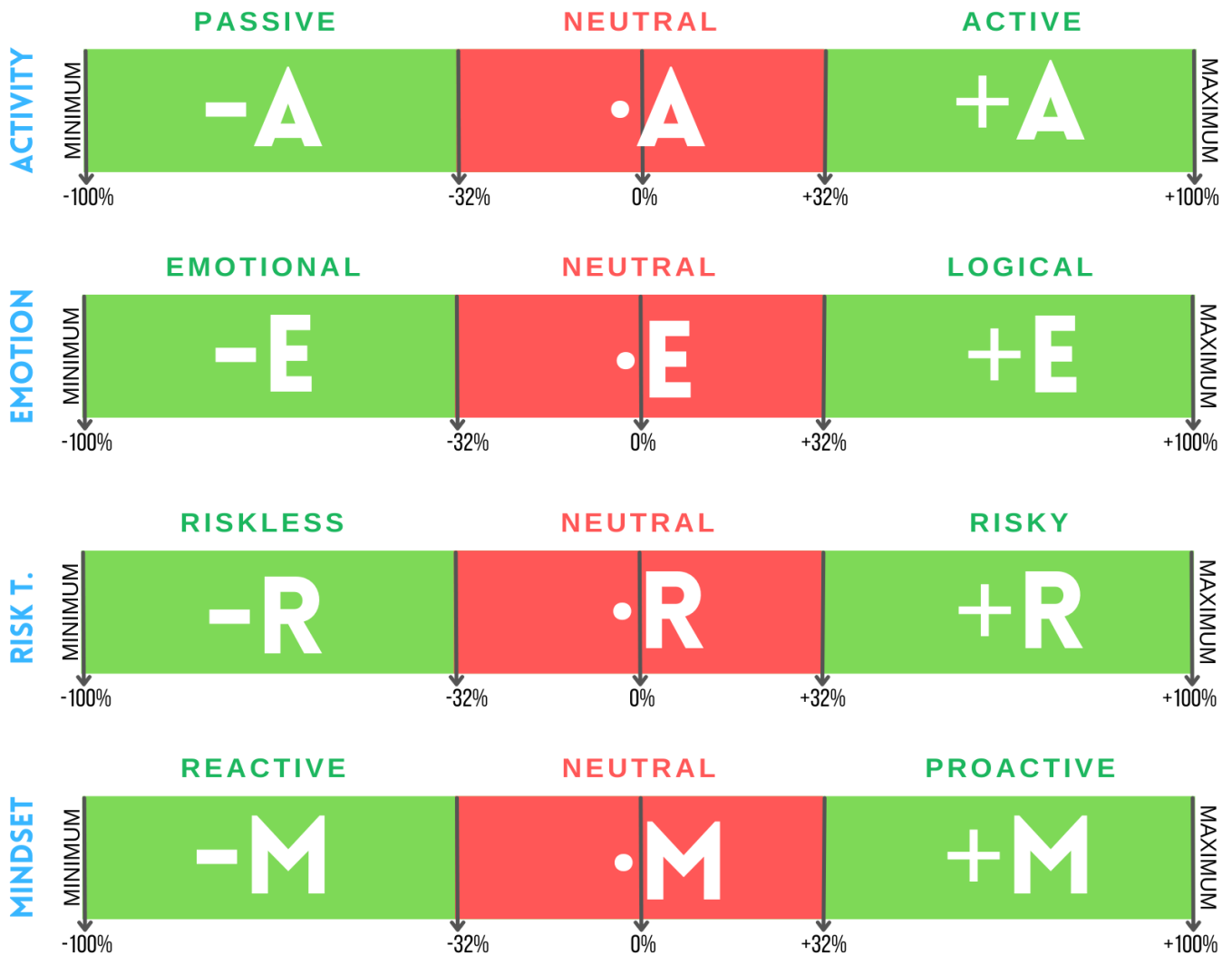
Questions	Points when answering "Agree"			
Nº	Activity	Emotion	Risk Tolerance	Mindset
Activity Questions				
1	1	-0.5		
2	-1	-0.5		
3	-1	-0.5		
4	-1		-0.5	
5	1			
6	2			
7	-1			
8	-1			
9	-1			-0.5
Emotion Questions				
1		1		
2		-1	-0.5	
3		1		-0.5
4		1	0.5	0.5
5		-1		
6		-1		
7	0.5	-1		
8	0.5	-1		
9	0.5	-1		
10		2	1	
11		-1		
Risk Tolerance Questions				
1			1	
2			1	
3		-1	-2	
4		-0.5	-1	
5			-1	-0.5
6			1	
7	0.5		1	
8		-0.5	1	
9	0.5	0.5	1	
10			2	
Mindset Questions				
1		0.5		1
2		1		2
3			0.5	1
4	-0.5			1
5		-0.5		-1
6				1
7		0.5		1
8				-1
9		0.5	-0.5	1
10				2
11				1

Answers	Point Multipliers
Strongly Disagree	-150%
Disagree	-100%
Somewhat Disagree	-50%
Somewhat Agree	50%
Agree	100%
Strongly Agree	150%

Example: Activity Question 1	Activity	Emotion
Strongly Disagree	-1.5	0.75
Disagree	-1	0.5
Somewhat Disagree	-0.5	0.25
Somewhat Agree	0.5	-0.25
Agree	1	-0.5
Strongly Agree	1.5	-0.75

	Score Ranges			
	Activity	Emotion	Risk Tol.	Mindset
Range	(-13, +13)	(-18.5, +18.5)	(-15.5, +15.5)	(-15, +15)

What Scores Mean



	ACTIVITY	EMOTION	RISK T.	MINDSET
<i>Holder</i>	-A	-E	-R	-M
<i>Dollar-Cost Averager</i>	-A	·E	-R	+M
<i>Interest Earner</i>	+A	·E	+R	-M
<i>Day Trader</i>	+A	+E	+R	-M

To identify the personality type, we compare three ranges (roughly 1/3rd each).

- Example 1: Emotion = -5

-5 is less than the 32% of -18.5 (which is -5.92). So the Emotion result is **neutral**.

- Example 2: Activity = -5

-5 is more than the 32% of -13 (which is -4.16). So the Activity result is **passive**.

- Example 3: Mindset = 12

12 is more than the 32% of +15 (which is 4.8). So the Mindset result is **proactive**.

Note: When finding the personality type, neutral variables can accept both extremes.

The Algorithm

Ideally, the user's results will match with these four models (e.g., -A ·E -R +M). But what if they don't? What happens if, for example, Activity or Risk are neutral?

That's why we use an algorithm.

To identify the personality type, we follow this priority for variables:

Activity → *Risk Tolerance* → *Mindset* → *Emotion*

1. Compare Activity and Risk
2. Compare Emotion and Mindset
3. Full Comparison, (1) with (2)

#1 Activity and Risk

Activity and Risk divides the four types in two pairs: 1st Pair (Holder, DCA) and 2nd Pair (I.Earner, Day Trader).

- To identify the pair, we look at the **Activity** Point Symbol only (because it has higher priority).

Negative A = 1st Pair, Positive A = 2nd Pair

E.g., Activity = +2 is positive (Active), even though it's in the Neutral range. -2 is negative (Passive).

Note: Activity is enough to review simple cases. For complex ones, we'll also need Risk (more on this later).

#2 Emotion and Mindset

Each pair has one type that accepts neutral E (emotion) and another that accepts neutral M (Mindset).

- To identify the type, we choose the variable with the highest absolute value.

E.g., If Emotion = 5 and Mindset = -8, $5 < |-8|$. Mindset (-8 M) has the highest value.

Note: If both values are the same, Mindset (M) has priority.

#3 Full Comparison

After the user completes the test, here's how we find out the personality:

- Identify the Pair

Look at the sign of the first variable, **Activity**. (-) = 1st Pair, (+) = 2nd Pair

- Compare Emotion and Mindset

Choose the highest value based on percentage.

E.g., Mindset = 2 is higher than Emotion = 2 because Mindset has 15 Points (13%) and Emotion has 18.5 (10%)

- Compare variables with personality models

If activity equals the 1st pair, we compare with DCA Holder (-A -E -R ·M) and DCA (-A ·E -R +M)

If activity equals the 2nd pair, we compare with I.Earner (+A ·E +R -M) and Day Trader (+A +E +R ·M)

After choosing the pair, compare the highest variable (either Emotion or Mindset). As long as it's not contradictory, it's a match.

E.g., Let's say we got the 1st pair, and the dominant (highest) variable is Mindset. The 1st Pair ((-A -E -R ·M) and (-A ·E -R +M)) accepts +M. So if our variable is positive (-M wouldn't be valid), it matches with the second option. DCA. If the dominant variable were Emotion (E) instead, the match would be the first one, Holder.

#4 All Conditions

When the answers don't exactly match with the four models, these rules help to remove confusion. Let's start with the simplest case:

Case 1 (Simple)

- Activity and Risk have the same sign (-A -R or +A +R)
- Emotion and Mindset have the same sign (-E -M or +E +M)
- The dominant variable (E or M) has a sign that matches with its pair

In this case, the variables point directly to the personality type

Case 2

- The dominant variable (E or M) doesn't match with its pair

For these cases, we need to compare Risk with Activity (Compatibility).

Generally, Activity and Risk have the same sign. If they don't, Activity still has priority, but the answer isn't as coherent. To differentiate between Consistent and Inconsistent, use these rules:

- If the Activity value is within the Neutral range (less than 32%), Activity and Risk are **Inconsistent**.
- If Activity is not in the Neutral range, they are **Consistent**. (examples later)

If both Activity and Risk share the same sign (e.g., -A-R), they are also **Consistent**.

When Activity and Risk are Consistent, we choose the neutral option. So if M was dominant, we choose $\cdot M$ instead. If it was E, we choose $\cdot E$.

E.g., Let's say we got the 1st pair and -E -M (dominant M). If Activity-Risk is Consistent, we choose the $\cdot M$ instead, which matches with Holder.

Case 3

When Activity and Risk are Inconsistent, we switch pairs with the neutral option. So if it was 1st pair 2nd option (DCA), it turns into 2nd pair 2nd option (Day Trader). If it was 2nd pair 2nd option (Day Trader), it turns into 1st pair 2nd option (DCA).

Examples

Example: Case 2

- The user gets Activity -7, Emotion +5, Risk +2, Mindset -6

$-7/15 : -46\%$ $+5/18.5 : 27\%$ $+2/15.5 : 13\%$ $-6/15 = -40\%$

Based on the operations, the answers point to **-A · E · R · M**

-A has a negative sign, and the Activity is not in the Neutral range. Therefore, the investor belongs to the 1st pair, and the Activity-Risk is Consistent.

In our example, -M(40%) is higher than $\cdot E$ (27%). The first pair only accepts -E and +M. And because the Activity-Risk is consistent, we choose the option with neutral M instead (**Holder**).

This example matches with Case 2.

Example : Case 3

- The user gets Activity -2, Emotion +10, Risk +10, Mindset -8

$-2/15 : -13\%$ $+10/18.5 : 54\%$ $+10/15.5 : 64\%$ $-8/15 = -54\%$

Based on the operations, the answers point to **·A +E +R -M**

·A has a negative sign, and the Activity is in the Neutral range. Therefore, the investor belongs to the 1st pair, and the Activity-Risk is Inconsistent.

Mindset and Emotion have the same absolute value (54%), but Mindset (-M) is higher because it has more priority.

The 1st pair doesn't accept -M, and the neutral ·M is in the 1st option (Holder). Because Action Risk is Inconsistent, we switch to the 2nd pair of the same option (**Interest Earner**).

This example matches with Case 3.

Example : All Positive

Activity : +50% Emotion : +75% Risk : +75% Mindset = +50%

+A+E+R+M

Because the activity sign is positive (and it matches with the Risk sign), the user belongs to the 2nd Pair. Activity-Risk is consistent.

Emotion (+E) is higher than Mindset. +E matches in the 2nd pair with **Day Trader**.

This example matches with Case 1.

Example : All Negative

Activity : -50% Emotion : -75% Risk : -75% Mindset = -50%

-A-E-R-M

Because the activity sign is negative (and it matches with the Risk sign), the user belongs to the 1st Pair. Activity-Risk is consistent.

Emotion (-E) is higher than Mindset. +E matches in the 1st pair with **Holder**.

Example : All Neutral

Activity : +1% Emotion : +1% Risk : +1% Mindset = +1%

·A·E·R·M

Activity has a positive sign and is in the neutral range (2nd Pair). Because Activity and Risk signs match, they are Consistent.

Mindset is equal to emotion but has more priority. And neutral Mindset ·M matches with **Day Trader**.
