

Table 5.1

Significance of the differences between Group 1 (estate agents closely resembling Holland's (1994a) code) and Group 2 (estate agents who do not closely resemble Holland's (1994a) code) regarding Schepers's (1999) Locus of Control questionnaire

Locus of Control Questionnaire	GROUP 1 (Estate agents closely resembling Holland's (1994a) code) n = 21		GROUP 2 (Estate agents who do not closely resemble Holland's (1994a) code) n = 23		Levene's F-ratio	p value	t value	p value	Degrees of freedom
	X	SD	X	SD					
Internal Control	142,19	17,742	147,65	15,505	0,050	0,824	-1,090	0,282	42
External control	77,19	20,954	85,26	18,437	0,231	0,633	-1,359	0,181	42
Autonomy	135,62	17,957	134,04	17,491	0,112	0,740	0,295	0,770	42

Hotelling T² = 0,074

F-value = 0,984

Degrees of Freedom = 3,40

p-value = 0,410

Table 5.2

Significance of the differences between Group 1 (estate agents closely resembling Holland’s (1994a) code) and Group 2 (estate agents who do not closely resemble Holland’s (1994a) code) regarding Schepers’s (2001) Personality Questionnaire

Schepers’s Personality Questionnaire	GROUP 1 (Estate agents closely resembling Holland’s (1994a) code) n = 21		GROUP 2 (Estate agents who do not closely resemble Holland’s (1994a) code) n = 23		Levene’s F-ratio	p value	t value	p value	Degrees of freedom
	X	SD	X	SD					
Extraversion	52,19	14,130	40,61	14,106	0,035	0,852	2,718	0,010*	42
Introversion	29,81	14,130	41,39	14,106	0,035	0,852	-2,718	0,010*	42

Hotelling T² = 0,176

F-value = 7,388

Degrees of Freedom = 1,42

p-value = 0,010*

* = Significant on the 5% level

Table 5.3

Significance of the differences between Group 1 (estate agents closely resembling Holland's (1994a) code) and Group 2 (estate agents who do not closely resemble Holland's (1994a) code) regarding Schepers's (1966) Temperament Questionnaire

Schepers's Temperament Questionnaire	GROUP 1 (Estate agents closely resembling Holland's (1994a) code) n = 21		GROUP 2 (Estate agents who do not closely resemble Holland's (1994a) code) n = 23		Levene's F-ratio	p value	t value	p value	Degrees of freedom
	X	SD	X	SD					
Primary functioning	31,57	7,500	25,78	8,079	0,002	0,961	2,456	0,018*	42
Secondary functioning	24,43	7,500	29,78	8,728	0,084	0,773	-2,172	0,036*	42

Hotelling T² = 0,186

F-value = 3,804

Degrees of Freedom = 2,41

p-value = 0,031*

* = Significant on the 5% level

Table 5.4

Significance of the differences between Group 1 (estate agents closely resembling Holland's (1994a) code) and Group 2 (estate agents who do not closely resemble Holland's (1994a) code) regarding the Zuckerman Kuhlman (1993) Personality Questionnaire.

Zuckerman Kuhlman Personality Questionnaire	GROUP 1 (Estate agents closely resembling Holland's (1994a) code) n = 21		GROUP 2 (Estate agents who do not closely resemble Holland's (1994a) code) n = 23		Levene's F-ratio	p value	t value	p value	Degrees of freedom
	X	SD	X	SD					
Impulsive sensation seeking	8,57	4,739	6,65	3,256	5,674	0,022	1,578	0,122	42
Neuroticism-Anxiety	7,67	5,228	7,78	4,661	0,260	0,612	-0,078	0,938	42
Aggression-hostility	6,29	3,663	6,70	3,673	0,010	0,921	-0,370	0,713	42
Activity	9,24	3,820	9,09	3,541	0,522	0,474	0,136	0,892	42
Sociability	8,14	3,497	5,13	3,634	0,003	0,954	2,796	0,008*	42

Hotelling T² = 0,201

F-value = 1,528

Degrees of Freedom = 5,38

p-value = 0,204

* = Significant on the 5% level

