

How to Conduct the E Test with your Staff to Measure Perspective Taking

American professors Adam Galinsky and Maurice Schweitzer have devised the five-second 'E' trick, which they believe measures a person's ability to taking another's perspective in a complex social situation.

The experiment involves participants tracing the capital letter 'E' on their forehead. Those who write it so it makes sense to themselves are said to be self-orientated - a trait common in powerful figures.

Without thinking about it, trace the capital letter 'E' on your forehead using your finger.

E-to-self: If the letter is written so it only makes sense to you it shows that you are self-orientated and gravitate toward your own perspective in complex social situations. (bald guy)

E-to-others: If the letter is written so it makes sense to others but not yourself it shows you take the perspective of other's into consideration when making decisions. (great hair guy)

