

**1. Preparation | School Study**

When you were at school, how often did you study before tests and exams?

	Gender			Age (4 category)				Race (4 category)			
	Total	Male	Female	Under 30	30-44	45-64	65+	White	Black	Hispanic	Other
Always	34%	26%	43%	26%	28%	39%	43%	37%	35%	23%	26%
Most of the time	33%	37%	30%	34%	35%	32%	34%	36%	30%	23%	31%
Some of the time	21%	23%	19%	25%	20%	22%	18%	19%	27%	36%	10%
Rarely	6%	6%	5%	5%	7%	6%	5%	5%	3%	11%	9%
Never	2%	3%	0%	5%	2%	0%	—	1%	—	0%	14%
Not sure	4%	4%	3%	5%	8%	2%	—	2%	5%	8%	10%
Totals (Unweighted N)	100% (1,000)	100% (484)	100% (516)	100% (171)	100% (232)	100% (407)	100% (190)	100% (704)	100% (120)	100% (114)	100% (62)

	Party ID (3 category)			Family Income (3 category)				Census Region				
	Total	Democrat	Independent	Republican	Under \$50K	\$50-100K	\$100K or more	Prefer not to say	Northeast	Midwest	South	West
Always	34%	37%	29%	41%	31%	41%	50%	20%	36%	36%	32%	36%
Most of the time	33%	25%	37%	38%	32%	35%	31%	37%	34%	31%	36%	30%
Some of the time	21%	28%	20%	14%	22%	19%	15%	28%	17%	22%	21%	23%
Rarely	6%	7%	6%	4%	9%	2%	4%	5%	6%	7%	6%	3%
Never	2%	1%	3%	1%	2%	1%	0%	0%	3%	0%	0%	4%
Not sure	4%	1%	6%	2%	4%	2%	0%	11%	3%	4%	4%	4%
Totals (Unweighted N)	100% (1,000)	100% (372)	100% (373)	100% (255)	100% (452)	100% (250)	100% (157)	100% (141)	100% (187)	100% (201)	100% (398)	100% (214)

**2. Preparation | Job Interview Approach**

If you had an upcoming interview for a good job, what would your approach be?

	Total	Gender		Age (4 category)				Race (4 category)			
		Male	Female	Under 30	30-44	45-64	65+	White	Black	Hispanic	Other
I would meticulously prepare, and I would research as much as I could about the company	49%	52%	46%	45%	49%	55%	43%	51%	49%	36%	46%
I would just try to be myself and trust that I would perform well on the day	44%	41%	46%	46%	42%	39%	48%	43%	41%	50%	42%
Not sure	8%	8%	8%	9%	9%	6%	9%	6%	10%	14%	12%
Totals (Unweighted N)	100% (999)	100% (483)	100% (516)	100% (171)	100% (232)	100% (406)	100% (190)	100% (704)	100% (120)	100% (113)	100% (62)

	Total	Party ID (3 category)			Family Income (3 category)				Census Region			
		Democrat	Independent	Republican	Under \$50K	\$50-100K	\$100K or more	Prefer not to say	Northeast	Midwest	South	West
I would meticulously prepare, and I would research as much as I could about the company	49%	55%	40%	55%	44%	51%	69%	41%	46%	57%	47%	47%
I would just try to be myself and trust that I would perform well on the day	44%	40%	48%	40%	47%	45%	31%	43%	51%	37%	46%	38%
Not sure	8%	5%	12%	4%	9%	5%	1%	17%	2%	6%	8%	15%
Totals (Unweighted N)	100% (999)	100% (371)	100% (373)	100% (255)	100% (452)	100% (249)	100% (157)	100% (141)	100% (187)	100% (201)	100% (397)	100% (214)

**3. Preparation | More Respect**

Who do you respect more: someone who prepares for a job interview, or someone who is able to improvise their way through a job interview?

	Gender		Age (4 category)				Race (4 category)				
	Total	Male	Female	Under 30	30-44	45-64	65+	White	Black	Hispanic	Other
The person who prepares	57%	53%	60%	53%	50%	60%	61%	58%	59%	53%	46%
The person who improvises	22%	25%	20%	25%	32%	18%	16%	22%	22%	27%	14%
Not sure	21%	22%	20%	22%	19%	22%	22%	20%	20%	20%	40%
Totals (Unweighted N)	100% (995)	100% (482)	100% (513)	100% (170)	100% (231)	100% (405)	100% (189)	100% (701)	100% (119)	100% (114)	100% (61)

  

	Party ID (3 category)			Family Income (3 category)				Census Region				
	Total	Democrat	Independent	Republican	Under \$50K	\$50-100K	\$100K or more	Prefer not to say	Northeast	Midwest	South	West
The person who prepares	57%	67%	53%	50%	56%	59%	65%	45%	55%	57%	58%	55%
The person who improvises	22%	20%	22%	27%	21%	28%	14%	25%	24%	22%	25%	15%
Not sure	21%	13%	26%	24%	23%	14%	21%	30%	21%	21%	17%	31%
Totals (Unweighted N)	100% (995)	100% (370)	100% (370)	100% (255)	100% (447)	100% (250)	100% (157)	100% (141)	100% (186)	100% (200)	100% (395)	100% (214)

**4. Preparation | Talent or Hard Work**

What do you think is better, natural talent or hard work?

	Gender			Age (4 category)				Race (4 category)			
	Total	Male	Female	Under 30	30-44	45-64	65+	White	Black	Hispanic	Other
Natural talent	22%	27%	18%	18%	27%	21%	23%	20%	30%	25%	28%
Hard work	58%	53%	63%	54%	56%	59%	61%	61%	41%	67%	45%
Not sure	20%	20%	20%	28%	17%	19%	16%	19%	29%	8%	27%
Totals	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
(Unweighted N)	(996)	(481)	(515)	(171)	(231)	(404)	(190)	(702)	(120)	(112)	(62)

	Party ID (3 category)				Family Income (3 category)				Census Region			
	Total	Democrat	Independent	Republican	Under \$50K	\$50-100K	\$100K or more	Prefer not to say	Northeast	Midwest	South	West
Natural talent	22%	24%	22%	20%	25%	19%	27%	14%	22%	18%	27%	18%
Hard work	58%	58%	53%	68%	58%	63%	60%	47%	65%	63%	51%	59%
Not sure	20%	18%	25%	13%	17%	18%	13%	38%	13%	19%	22%	23%
Totals	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
(Unweighted N)	(996)	(370)	(372)	(254)	(449)	(249)	(157)	(141)	(187)	(200)	(395)	(214)

**5. Preparation | Prepare or Improvise**

In general, do you tend to prepare for things or improvise as needed?

	Gender			Age (4 category)				Race (4 category)			
	Total	Male	Female	Under 30	30-44	45-64	65+	White	Black	Hispanic	Other
I tend to prepare	67%	60%	74%	53%	63%	74%	76%	71%	68%	49%	59%
I tend to improvise	24%	32%	17%	31%	28%	20%	20%	24%	12%	41%	18%
Not sure	9%	8%	9%	16%	9%	7%	4%	5%	20%	10%	23%
Totals	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
(Unweighted N)	(996)	(481)	(515)	(170)	(232)	(404)	(190)	(702)	(118)	(114)	(62)

	Party ID (3 category)				Family Income (3 category)				Census Region			
	Total	Democrat	Independent	Republican	Under \$50K	\$50-100K	\$100K or more	Prefer not to say	Northeast	Midwest	South	West
I tend to prepare	67%	69%	64%	71%	66%	67%	77%	64%	75%	60%	69%	65%
I tend to improvise	24%	21%	25%	26%	25%	27%	21%	18%	22%	31%	22%	23%
Not sure	9%	10%	11%	3%	9%	7%	2%	18%	3%	9%	9%	12%
Totals	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
(Unweighted N)	(996)	(371)	(370)	(255)	(450)	(250)	(157)	(139)	(187)	(199)	(397)	(213)

<b>Interviewing Dates</b>	October 4 - 5, 2016
<b>Target population</b>	U.S. citizens, aged 18 and over.
<b>Sampling method</b>	Respondents were selected from YouGov's opt-in Internet panel using sample matching. A random sample (stratified by gender, age, race, education, voter registration, political ideology, party identification, geographic region, and voter registration) was selected from the 2014 American Community Study. Voter registration and party identification were imputed from the November 2014 Current Population Survey Registration and Voting Supplement.
<b>Weighting</b>	The sample was weighted using propensity scores based on gender, age, race, education, political ideology, geographic region and voter registration. The weights range from 0.105 to 6.282, with a mean of one and a standard deviation of 1.133.
<b>Number of respondents</b>	1000
<b>Margin of error</b>	± 4.7% (adjusted for weighting)
<b>Survey mode</b>	Web-based interviews
<b>Questions not reported</b>	20 questions not reported.