

Exercise #3

Are You a Connector?

What makes someone a Connector? The first--and most obvious--criterion is that Connectors know lots of people. There is a simple way to show this. In the paragraph below is a list of around 250 surnames, all taken at random from the Manhattan phone book. The idea is that your score on this test should roughly represent how social you are. It's a simple way of estimating how many friends and acquaintances you have.

Instructions: Go down the list and give yourself a point every time you see a surname that is shared by someone you know. (The definition of "know" here is very broad. It is if you sat down next to that person on a train, you would know their name if they introduced themselves to you, and they would know your name.) Multiple names count. If the name is Johnson, in other words, and you know three Johnsons, you get three points.

Algazi, Alvarez, Alpern, Ametrano, Andrews, Aran, Arnstein, Ashford, Bailey Ballout, Bamberger, Baptista, Barr, Barrows, Baskerville, Bassiri, Bell, Bokgese, Brandao, Bravo, Brooke, Brightman, Billy, Blau, Bohlen, Bohn, Borsuk, Brendle, Butler, Calle, Cantwell, Carrell, Chinlund, Cirker, Cohen, Collas, Couch, Callegher, Calcaterra, Cook, Carey, Cassell, Chen, Chung, Clarke, Cohn, Carton, Crowley, Curbelo, Dellamanna, Diaz, Dirar, Duncan, Dagostino, Delakas, Dillon, Donaghey, Daly, Dawson, Edery, Ellis, Elliott, Eastman, Easton, Famous, Fermin, Fialco, Finklestein, Farber, Falkin, Feinman, Friedman, Gardner, Gelpi, Glascock, Grandfield, Greenbaum Greenwood, Gruber, Garil, Goff, Gladwell, Greenup, Gannon, Ganshaw, Garcia, Gennis, Gerard, Gericke, Gilbert, Glassman, Glazer, Gomendio, Gonzalez, Greenstein, Guglielmo, Gurman, Haberkorn, Hoskins, Hussein, Hamm, Hardwick, Harrell, Hauptman, Hawkins, Henderson, Hayman, Hibara, Hehmann, Herbst, Hedges, Hogan, Hoffman, Horowitz, Hsu, Huber, Ikiz, Jaroschy, Johann, Jacobs, Jara, Johnson, Kassel, Keegan, Kuroda, Kavanau, Keller, Kevill, Kiew, Kimbrough, Kline, Kossoff, Kotzitzky, Kahn, Kiesler, Kosser, Korte, Leibowitz, Lin, Liu, Lowrance, Lundh, Laux, Leifer, Leung, Levine, Leiw, Lockwood, Logrono, Lohnes, Lowet, Laber, Leonardi, Marten, McLean, Michaels, Miranda, Moy, Marin, Muir, Murphy, Marodon, Matos, Mendoza, Muraki, Neck, Needham, Noboa, Null, O'Flynn, O'Neill, Orłowski, Perkins, Pieper, Pierre, Pons, Pruska, Paulino, Popper, Potter, Purpura, Palma, Perez, Portocarrero, Punwasi, Rader, Rankin, Ray, Reyes, Richardson, Ritter, Roos, Rose, Rosenfeld, Roth, Rutherford, Rustin, Ramos, Regan, Reisman, Renkert, Roberts, Rowan, Rene, Rosario, Rothbart, Saperstein, Schoenbrod, Schwed, Sears, Statosky, Sutphen, Sheehy, Silverton, Silverman, Silverstein, Sklar, Slotkin, Speros, Stollman, Sadowski, Schles, Shapiro, Sigdel, Snow, Spencer, Steinkol, Stewart, Stires, Stopnik, Stonehill, Tayss, Tilney, Temple, Torfield, Townsend, Trimpin, Turchin, Villa, Vasillov, Voda, Waring, Weber, Weinstein, Wang, Wegimont, Weed, Weishaus.

From Malcolm Gladwell's website: http://www.gladwell.com/tippingpoint/tp_excerpt2.html