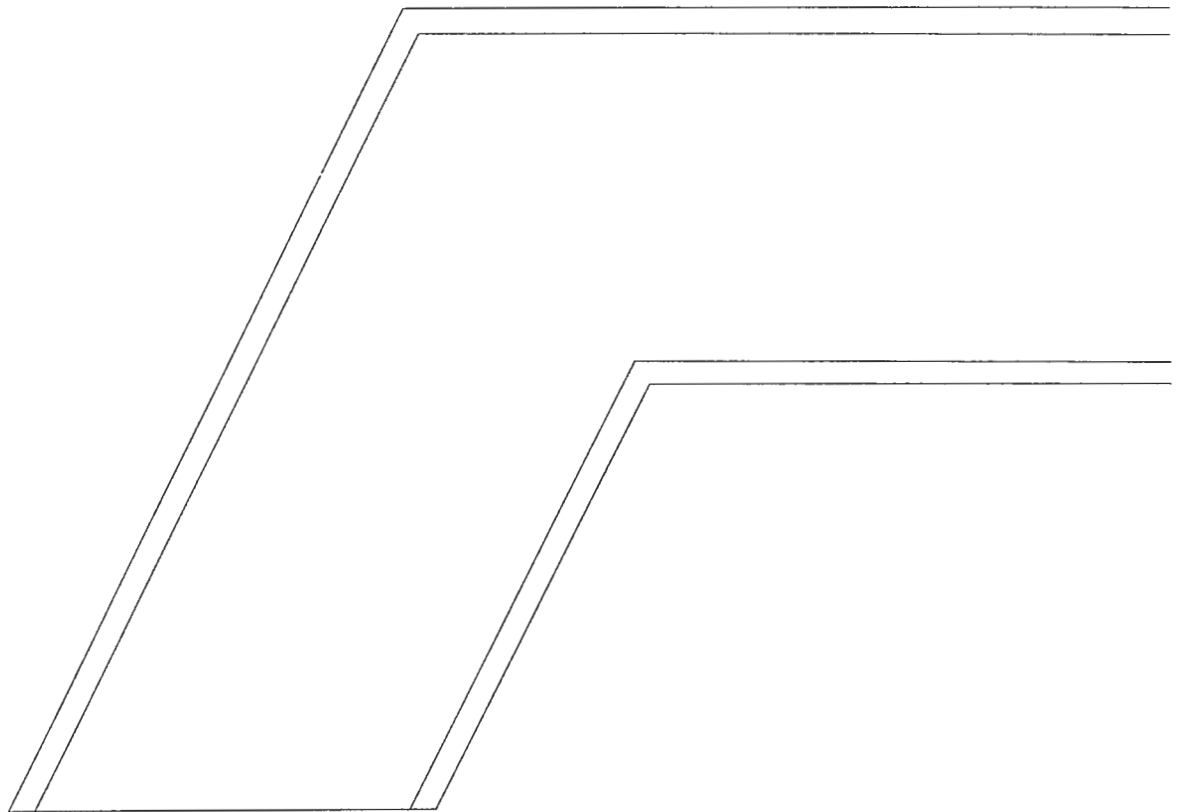


PERSONAL BEHAVIOUR PROFILE

An assessment of the considerations and priorities which affect an individuals behaviour.



LPT PRODUCTIONS
Braemore House, Meigle
Perthshire, Scotland, PH12 8QX
Telephone: (01828) 640770
Facsimile: (01828) 640669
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19. Would you say about yourself in relationships that you try to . . .
- Consider the other persons wishes and feelings.
 - Have an open discussion so that you can look for points of agreement.
 - Do what is needed to avoid unnecessary tension.
20. When you have a difference of opinion with another person, do you . . .
- Air your differences and try to find areas where you both agree.
 - Try to show them the logic and benefits of your position.
 - Try to consider their wishes in reaching a solution.
21. When someone has successfully completed work for you do you . . .
- Just say well done because you don't want to go on about it as it is water under the bridge.
 - Thank them and tell them how grateful you are.
 - Say well done and why you think it's successful.
22. When someone keeps interrupting you when you are trying to make a point, do you . . .
- Tell them that if they were at all reasonable they wouldn't interrupt.
 - Acknowledge their input is important to them, but calmly inform them you would like to finish making your point.
 - Ask them nicely if they would mind not interrupting you.
23. After having disagreements with others do you normally feel . . .
- You have to convince them of the logic and benefits of your position.
 - You have to find a compromise solution.
 - That differences are not always worth worrying about.
24. When working with others in trying to solve a problem, do you . . .
- Try to work together to reach a solution.
 - Try to ensure everyone is happy with the solution.
 - Try to be firm in pursuing your ideas.

	A	B	C	D
19. Would you say about yourself in relationships that you try to . . .			<input type="checkbox"/>	
a. Consider the other persons wishes and feelings.				
b. Have an open discussion so that you can look for points of agreement.	<input type="checkbox"/>			<input type="checkbox"/>
c. Do what is needed to avoid unnecessary tension.				
20. When you have a difference of opinion with another person, do you . . .	<input type="checkbox"/>			
a. Air your differences and try to find areas where you both agree.		<input type="checkbox"/>		
b. Try to show them the logic and benefits of your position.			<input type="checkbox"/>	
c. Try to consider their wishes in reaching a solution.				
21. When someone has successfully completed work for you do you . . .			<input type="checkbox"/>	
a. Just say well done because you don't want to go on about it as it is water under the bridge.				
b. Thank them and tell them how grateful you are.	<input type="checkbox"/>		<input type="checkbox"/>	
c. Say well done and why you think it's successful.				
22. When someone keeps interrupting you when you are trying to make a point, do you . . .			<input type="checkbox"/>	
a. Tell them that if they were at all reasonable they wouldn't interrupt.				
b. Acknowledge their input is important to them, but calmly inform them you would like to finish making your point.	<input type="checkbox"/>			
c. Ask them nicely if they would mind not interrupting you.			<input type="checkbox"/>	
23. After having disagreements with others do you normally feel . . .			<input type="checkbox"/>	
a. You have to convince them of the logic and benefits of your position.				
b. You have to find a compromise solution.			<input type="checkbox"/>	
c. That differences are not always worth worrying about.				<input type="checkbox"/>
24. When working with others in trying to solve a problem, do you . . .	<input type="checkbox"/>			
a. Try to work together to reach a solution.			<input type="checkbox"/>	
b. Try to ensure everyone is happy with the solution.		<input type="checkbox"/>		
c. Try to be firm in pursuing your ideas.			<input type="checkbox"/>	
Page Total				

Scoring Instructions:

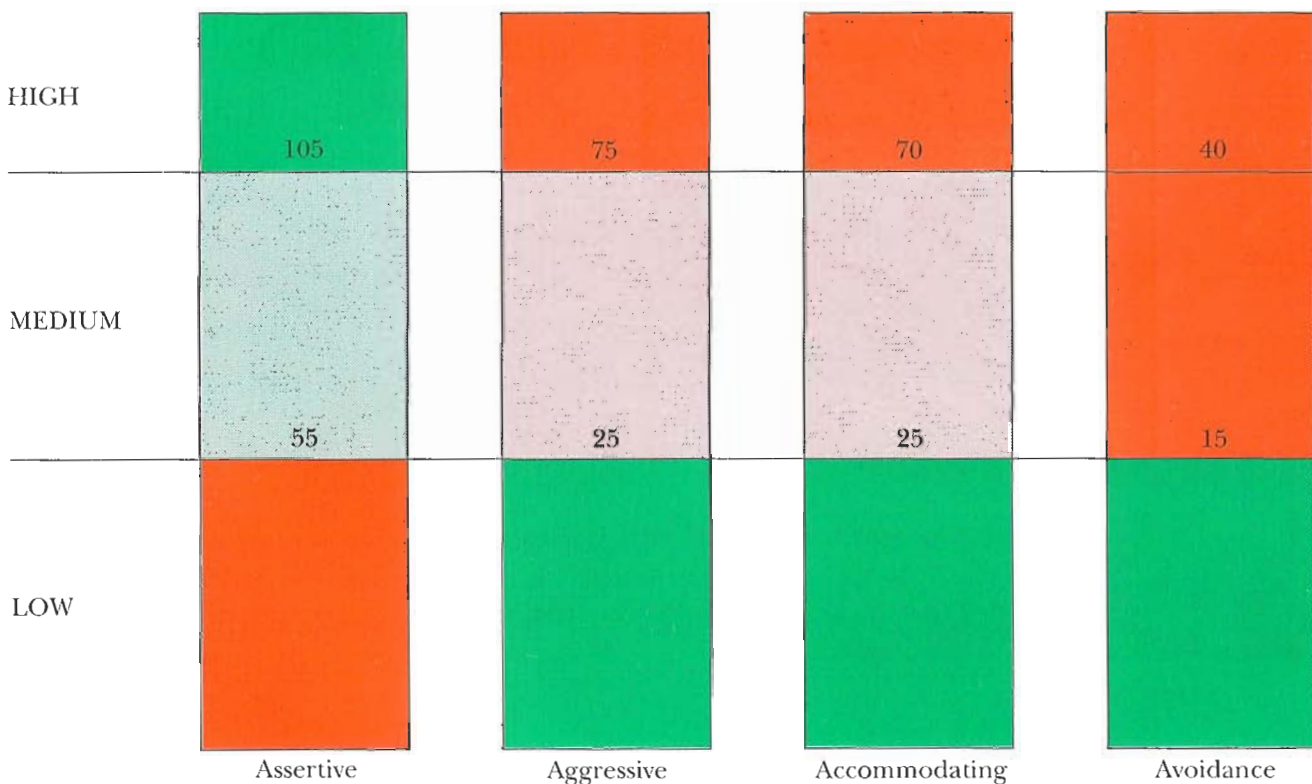
To produce a total score for this questionnaire, you must first add up the totals from all five pages. This can be done on the chart alongside.

Now that you have had the four "A"s of the behaviour continuum explained to you, you should now know that your total scores represent the respective tendencies you have for each of the four areas.

	A	B	C	D
Page 3				
Page 4				
Page 5				
Page 6				
Page 7				
Grand Total				

- A score is Assertive behaviour
- B score is Aggressive behaviour
- C score is Accommodating behaviour
- D score is Avoiding behaviour

Taking your four scores, you can now plot your Personal Behavioural Profile Graph.



The scoring system has been standardised after four years research by LPT Productions.