

PERSONAL BEHAVIOUR PROFILE

*An assessment of the considerations and priorities
which affect an individual's behaviour*



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Instructions for Completion

On the following five pages, you will find 30 questions. Each question comprises a statement of a familiar situation which is printed in bold type. This statement is followed by three different choices of action. To complete each question, you must allocate five points between the three choices available. This allocation must be done in whole numbers, and the points which you allocate to each possibility should be placed in the box which is adjacent to that choice - as in the illustration below:

4. When disciplining a member of staff, are you more likely to:			
a. Concentrate on the assessment of quality/quantity factors of the work being processed.	2		
b. Consider that day-to-day peaks and troughs are inevitable and unimportant compared to the finished work.			1
c. Rely on one-to-one counselling, to produce the best overall result.		2	

The allocation can, of course, vary between 5,0,0; 4,1,0; 3,1,1; or 2,2,1. - in any combination.

You will find that many of the situations stated in bold type at the beginning of each question are familiar, and will remind you of actual things with which you have dealt in the past. When this is the case, you will find no difficulty in allocating the points according to your actual performance. When the situations are not familiar to you, please allocate the points according to how you think you would actually perform in that situation.

When you have finished all the questions, you can add up the totals for each of the four columns on all five pages of the questionnaire.

N.B. Having done this, please await further instructions from the person running this session.

DO NOT BREAK THE SEAL UNTIL INSTRUCTED TO DO SO

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Scoring Instructions:

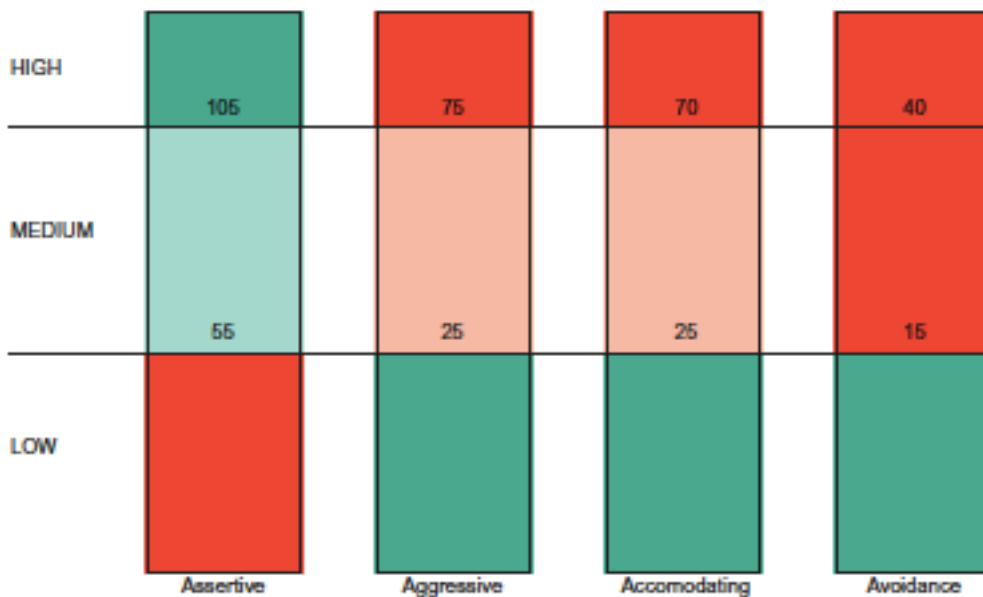
To produce a total score for this questionnaire, you must first add up the totals from all five pages. This can be done on the chart alongside.

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 score is **Assertive** behaviour
 B score is **Aggressive** behaviour
 C score is **Accommodating** behaviour
 D score is **Avoiding** behaviour

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

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