

For each of the 21 sets of descriptions below, circle the number that best describes where you rank between each pair. Answer in terms of your regular or typical behavior, thoughts or characteristics

1. I'm always on time for appointments	7	6	5	4	3	2	1	I'm never quite on time
2. When someone is talking to me, I'll probably anticipate what they are going to say, by nodding, interrupting or finishing sentences for them	7	6	5	4	3	2	1	I listen quietly without showing any impatience
3. I frequently try to do several things at once	7	6	5	4	3	2	1	I usually do things one at a time
4. I really get impatient & frustrated when I have to wait in line (eg at banks, cinemas etc)	7	6	5	4	3	2	1	Waiting doesn't bother me
5. I always feel rushed	7	6	5	4	3	2	1	I never feel rushed
6. I find it hard to control my temper at times	7	6	5	4	3	2	1	I never seem to get angry
7. I tend to do most things like eating, walking & talking quickly	7	6	5	4	3	2	1	I tend to do most things like eating, walking & talking slowly
TOTAL SCORE 1-7 <u>31</u> = S								
8. The things I most enjoy are job-related activities	7	6	5	4	3	2	1	The things I most enjoy are leisure activities
9. At the end of a typical workday, I usually feel like I needed to get more done than I did	7	6	5	4	3	2	1	At the end of a typical workday, I usually feel like I have accomplished everything I needed to
10. Someone who knows me well would say that I would rather work than play	7	6	5	4	3	2	1	I would rather play than work

11. Getting ahead at work is the most important thing	7	6	5	4	3	2	1	Many things are more important than getting ahead at work
12. My major source of satisfaction comes from my job	7	6	5	4	3	2	1	I regularly find satisfaction in non-job activities such as hobbies, friends & family
13. Most of my friends & social acquaintances are people I know from work	7	6	5	4	3	2	1	Most of my friends & social are not associated with my work
14. I'd rather stay at work than take a vacation	7	6	5	4	3	2	1	Nothing at work is important enough to interfere with my vacation
TOTAL SCORE 8-14 ³⁸ = J								
15. Someone who knows me well would describe me as hard-driving & competitive	7	6	5	4	3	2	1	Someone who knows me well would describe me as relaxed & easygoing
16. In general, my behavior is driven by a desire for recognition & achievement	7	6	5	4	3	2	1	In general, my behavior is driven by what I want to do – not by trying to satisfy others
17. When trying to complete a project or solve a problem, I usually wear myself out before I'll give up on it	7	6	5	4	3	2	1	I usually take a break or quit if I'm feeling fatigued
18. When I'm playing a game (eg tennis mahjong etc) my enjoyment comes from winning	7	6	5	4	3	2	1	When I'm playing a game (eg tennis mahjong etc) my enjoyment comes from the social interaction
19. I like to associate with people who are dedicated to getting ahead	7	6	5	4	3	2	1	I like to associate with people who are easygoing & take life as it comes
20. I'm not happy unless I'm always doing something	7	6	5	4	3	2	1	Frequently "doing nothing" can be enjoyable
21. I enjoy competitive activities most	7	6	5	4	3	2	1	I enjoy non-competitive activities most
TOTAL SCORE 15-21 ⁴⁵ = H								

Impatience (S)	Job Involvement (J)	Hard Driving & Competitive (H)	Total Score (A)
31	38	45	114

Items	Behaviour Pattern	Characteristics
1-7	Impatience (I)	Is anxious to interrupt Fails to listen attentively Gets frustrated by waiting
8-14	Job Involvement (J)	Focal point of attention is the job Lives for the job Loves working Gets immersed in work activities
15-21	Hard Driving/Competitive	Is hardworking & highly competitive Races against the clock
1-21	Total score (A)	Global Type A Behaviour

Score Ranges for Total Score (S) are:

Score	Behaviour Type
122 & above	Hard-core Type A
99-121	Moderate Type A
90-98	Low Type A
80-89	Type X
70-79	Low Type B
50-69	Moderate Type B
40 & below	Hard-core Type B

	Percentile Score	Raw Score				
	% of Individuals Scoring Lower	Males			Females	
	99%		140			132
	95%		135			126
	90%		130			120
	85%		124			112
	80%		118			106
	75%	here	113			101
	70%		108			95
	65%		102			90
	60%		97			85
	55%		92			80
	50%		87			74
	45%		81			69
	40%		75			63
	35%		70			58
	30%		63			53
	25%		58			48
	20%		51			42
	15%		45			36
	10%		38			31
	5%		29			26
	1%		21			21

Adapted from: Lussier, R. (1993). *Human relations in organizations: A skill building approach*. Homewood, IL: Irwin.