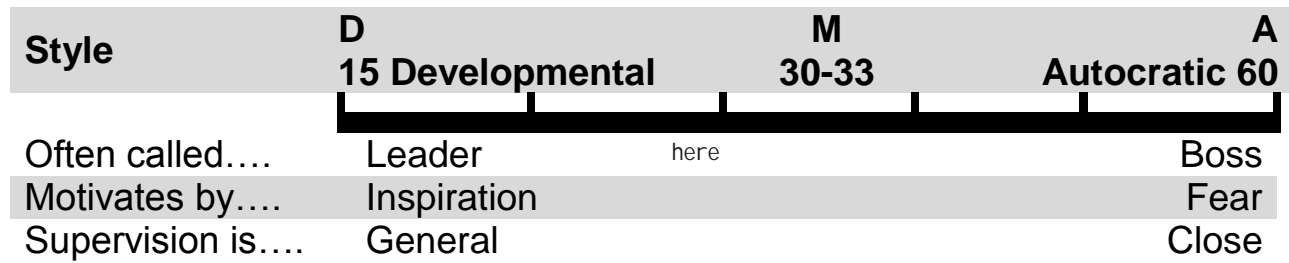


1. Carefully consider each of the statements then tick the appropriate box in the table below
2. Calculate your total score, using the weightings
3. Plot your position on the leadership style continuum on p. 2

|                    |   | Strongly disagree | Disagree | Agree | Strongly agree |
|--------------------|---|-------------------|----------|-------|----------------|
| 1                  | Almost everyone can improve their job performance a lot if they want to         |                   | 1        |       |                |
| 2                  | People always show more enthusiasm for their leisure activities than for work   |                   | 1        |       |                |
| 3                  | Few people show desire to improve their work even when the boss encourages them | 1                 |          |       |                |
| 4                  | If you give people more pay they will not want status or recognition            | 1                 |          |       |                |
| 5                  | When people talk about wanting more responsibility they really want more money  | 1                 |          |       |                |
| 6                  | People don't like to take on responsibility                                     |                   |          | 1     |                |
| 7                  | Being tough with people will usually get them to do what you want               |                   | 1        |       |                |
| 8                  | A good way to get people to do more work is to be tough with them               |                   | 1        |       |                |
| 9                  | A boss should not admit he/she is wrong & a worker is right                     | 1                 |          |       |                |
| 10                 | The best manager is the one who gets the best results by any method he/she can  |                   | 1        |       |                |
| 11                 | People won't do a good job unless the boss is checking them                     |                   | 1        |       |                |
| 12                 | Workers will never set high standards for themselves                            | 1                 |          |       |                |
| 13                 | If workers aren't creative at work it's because they're not creative people     |                   | 1        |       |                |
| 14                 | Workers rarely have good suggestions – they don't know enough                   | 1                 |          |       |                |
| 15                 | It's natural for people to try & do as little work as they can                  |                   | 1        |       |                |
| <b>Sub-totals</b>  |   | 6                 | 8        | 1     |                |
| <b>Weighting</b>   |   | X 1               | X 2      | X 3   | X 4            |
| <b>Total score</b> |   |                   |          |       | 25             |

## Leadership style continuum

Plot your score below



Adapted from: Fritz, R. (1988). *Rate your executive potential*. New York: John Wiley.