

Relationship Orientation Questionnaire

Name _____

Date _____

CUSTOMER RATING

SELF RATING

MANAGER RATING

PEER RATING

OFTEN TRUE = 5

SOMETIMES TRUE = 3

SELDOM TRUE = 1

*Assign a value for each statement.
Total up the values in each box. Relatively high totals indicate an initial orientation.*

<p>_____ 1. Values proof.</p> <p>_____ 2. Wants detail.</p> <p>_____ 3. Dislikes exaggeration.</p> <p>_____ 4. Designs systems and processes.</p> <p>_____ 5. Will hold ground to justify position.</p> <p>_____ 6. Avoids confrontation and emotionally charged situations.</p> <p>_____ 7. Makes decisions based on calculations and logic.</p> <p>_____ 8. Comes off as judgemental, perfectionist.</p> <p>_____ 9. Wants to keep things as they are, routine.</p> <p>_____ 10. Thinks and documents logically.</p> <p>_____ TOTAL</p>	<p>_____ 1. Values bottom-line.</p> <p>_____ 2. Takes decisive action.</p> <p>_____ 3. Dislikes inefficiency.</p> <p>_____ 4. Gets results.</p> <p>_____ 5. Makes decisions quickly.</p> <p>_____ 6. Will fight in order to get results. Confronts directly.</p> <p>_____ 7. Immediate, practical, abrupt.</p> <p>_____ 8. Becomes autocratic - takes over.</p> <p>_____ 9. Wants success and completion.</p> <p>_____ 10. Can be high pressure.</p> <p>_____ TOTAL</p>
<p>_____ 1. Values the team decision.</p> <p>_____ 2. Considers feelings.</p> <p>_____ 3. Dislikes insensitivity.</p> <p>_____ 4. Very loyal to relationships.</p> <p>_____ 5. Will give in to keep peace.</p> <p>_____ 6. Takes things personally, quiet.</p> <p>_____ 7. Makes decisions with others in mind.</p> <p>_____ 8. Holds in deepest opinions and feelings.</p> <p>_____ 9. Wants reassurance from others.</p> <p>_____ 10. Emphasizes service and teamwork.</p> <p>_____ TOTAL</p>	<p>_____ 1. Values excitement and passion.</p> <p>_____ 2. Wants recognition.</p> <p>_____ 3. Dislikes boredom.</p> <p>_____ 4. Comes up with ideas.</p> <p>_____ 5. Will talk a lot to prove point.</p> <p>_____ 6. Blames other people - verbal, loud.</p> <p>_____ 7. Makes decisions with a fresh idea.</p> <p>_____ 8. Goes off on tangents.</p> <p>_____ 9. Wants creative, new solutions.</p> <p>_____ 10. Inspires and motivates others.</p> <p>_____ TOTAL</p>