

Describing Behavior

Statement	Behavior
1. "I think that managing people means accomplishing objectives through others."	a. Good manager b. Overly delegative c. Superficially analytical
2. "Am I going into too much detail?"	a. Indecisive b. Practical c. High risk orientation
3. "The people under me had shortcomings, just as all of us do."	a. Hires weak subordinates b. Demanding manager c. Self-confident
4. "I'm very cooperative and usually get the dirty jobs because of it."	a. Highly cooperative b. Determined c. Sensitive to unfair treatment
5. "Our return on sales were 11% and net ROI was more than 22%."	a. Good business person b. Factual thinker c. Warm and personable
6. "I'm an expansionist of sorts; I like seeing success breed upon success."	a. Very thoughtful b. People oriented c. Take charge leader
7. "I'm my own worst critic; I realize others can't live up to my standards."	a. Self-doubting b. Accommodating c. Perfectionist
8. "If you make a decision before you have enough information, you'll just have to make it over again."	a. Indecisive b. Innovative thinker c. Concrete thinker
9. "I've found that if you can work with people and you know some basic management principles, you can run just about anything."	a. Optimistic b. Inexperienced c. Confident
10. "I tell people like it is, even when they don't want to know."	a. Refreshingly honest b. Insensitive c. Courageous