

# Key Drivers Questionnaire

Your Name \_\_\_\_\_

This questionnaire is not a “personality” test. It is intended to stimulate your self-awareness and indicate what your main drivers are. Tick the answer that most applies to you. Work fairly quickly and do not over-analyse your responses.

		No	To some extent	Yes
1	It is important to me to get things right without making mistakes			
2	I set myself high standards then criticise myself if I fail to meet them			
3	Even when I've done my best there is still room for improvement			
4	Organisation and neatness are very important to me			
5	I believe others would be disappointed by, or critical of, anything other than outstanding performance from me			
6	It is important to me to pay attention to detail, even if it takes me longer to do things			
7	I find it hard to say no to others even when I don't want to do something			
8	I avoid situations that I believe will result in conflict			
9	It is important for me to be liked, respected or explicitly acknowledged by others			
10	I put other people's needs before my own			
11	I am fairly easily persuaded by other people's views and opinions			
12	I like to fit in when I'm in a group			
13	I get impatient with people or things that distract me from what I need to get done			
14	I rush to get things started			
15	I prefer to work at a fast pace			
16	I tend to work on numerous tasks at the same time			
17	I prefer to work on tasks that can be done quickly			
18	I prefer to get on with the job rather than talk about it			
19	I tend to avoid asking for help			
20	I keep my feelings to myself, even when under pressure			
21	I persevere to get things done on my own, no matter what			

22	I tend to be the one who can be relied upon in a crisis.			
23	It is important for me to finish tasks on time every time			
24	I go out of my way to be punctual and prepared			
25	I am more satisfied with myself when I work very hard			
26	I put pressure on myself by taking things on because I think I should			
27	I set myself demanding goals that are hard to achieve			
28	I do not like to be defeated or beaten, hoping that this time it will work			
29	I set my performance standards based on the performance I see others achieve			
30	I am disappointed if people don't acknowledge how much effort I put in			

### Scoring

Now, give each statement above a score in the corresponding box below, and then add up your total for each driver e.g. "be perfect"

2 points for yes;

0.5 points for to some extent;

0 point for no

Statement number	Score
1	
2	
3	
4	
5	
6	
Be Perfect	Total

Statement number	Score
7	
8	
9	
10	
11	
12	
Please Others	Total

Statement number	Score
13	
14	
15	
16	
17	
18	
Hurry Up	Total

Statement number	Score
19	
20	
21	
22	
23	
24	
Be Strong	Total

Statement number	Score
25	
26	
27	
28	
29	
30	
Try Hard	Total