

I am answering this survey about:

_____
First Name
_____
Last Name

Please indicate your relationship to the manager named above by blackening the appropriate circle.

- I am that manager.
- I REPORT to that manager and understand my answers WILL NOT be identified.
- I OVERSEE that manager and understand my answers WILL be identified.
- I am a PEER of that manager and understand my answers WILL NOT be identified.

This survey asks specific questions about the executive whose name appears above. An insert includes three open ended questions that allow you to write comments. The information will be used for coaching and executive development purposes only.

This number is used only to identify this form as the Management Practices Survey.

T H E  
**CLARK WILSON GROUP**  
S U R V E Y S

# MANAGEMENT PRACTICES

**Clark L. Wilson, Ph.D.**

Please evaluate each statement according to how well it describes the person named on the front page. Answer honestly how often the statement is true of the person, or how much or to what extent the statement describes the person's behavior.

\* Blacken the circle that most closely describes the person, even if that person is you.

\* If you are unsure about an item, please leave it blank, or blacken the NA circle (not applicable). Do not select a 4 or other number.

To guide you:

Never or to a Very Small Extent	Almost Never or to a Little Extent	Sometimes or to a less than Average Extent	Average	Often or to a more than Average Extent	Almost Always or to a Large Extent	Always or to a Very Great Extent
①	②	③	④	⑤	⑥	⑦

**The manager named on the front page:**

	1	2	3	4	5	6	7	NA
1. Shows a sincere interest in suggestions from members of the work group_____ 1.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2. Plans the work so it keeps running smoothly_____ 2.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3. Makes sure people are properly trained for their jobs_____ 3.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4. Always lets people know where they stand and how they do their own planning_____ 4.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5. Is trusted by people in the work group_____ 5.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6. Insists that everything be done his/her way_____ 6.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7. Is very concerned about getting things done on time_____ 7.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8. Is interested in helping people in their careers_____ 8.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
9. Has confidence in the ability of the group to do their own planning_____ 9.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10. Is dependable in fulfilling commitments_____ 10.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

**For complete survey, call representative at 1-800-565-4223**