

Scoring instructions

Record the number you assign to each of the following letters in the space provided and then total each column. This provides the extent to which you tend to favour a Theory X or Theory Y approach in your managerial style.

Theory X

A _____

D _____

E _____

G _____

J _____

L _____

M _____

O _____

R _____

S _____

Total (Theory X)

Theory Y

B _____

C _____

F _____

H _____

I _____

K _____

N _____

P _____

Q _____

T _____

Total (Theory Y)