

VALUES and CULTURE SCORING SHEET

CATEGORIES	Values	Transfer Scores: My Values			Totals A	Transfer Scores: Company Values	Multiply by 3	Totals B	Difference [A-B]
	<i>Example: Quality</i>	4	3	5	$4+3+5=$ 12	2	3x	$3 \times 2=$ 6	6
PRODUCT	Quality	1	31	61		91	3x		
	Quantity	2	32	62		92	3x		
	Idealism	3	33	63		93	3x		
	Pragmatism	4	34	64		94	3x		
	Long term profit	5	35	65		95	3x		
	Short term profit	6	36	66		96	3x		
PROCESS	Efficiency	7	37	67		97	3x		
	Convenience	8	38	68		98	3x		
	Timeliness	9	39	69		99	3x		
	Minimal time concern	10	40	70		100	3x		
	Stability	11	41	71		101	3x		
	Innovation	12	42	72		102	3x		
PERSON	Personal Development	13	43	73		103	3x		
	Personal Productivity	14	44	74		104	3x		
	Personal/Family Needs	15	45	75		105	3x		
	Career Demands	16	46	76		106	3x		
	Customer Needs	17	47	77		107	3x		
WORK GROUP	Relationships	18	48	78		108	3x		
	Tasks	19	49	79		109	3x		
	Teamwork	20	50	80		110	3x		
	Individual Competition	21	51	81		111	3x		
	Participatory Leadership	22	52	82		112	3x		
	Directive Leadership	23	53	83		113	3x		
	Compliance	24	54	84		114	3x		
ETHICS	Challenge	25	55	85		115	3x		
	Honesty	26	56	86		116	3x		
	Fairness	27	57	87		117	3x		
REWARDS	Positive Recognition	28	58	88		118	3x		
	Duty	29	59	89		119	3x		
	Negative Consequences	30	60	90		120	3x		

transfer your “Totals A”, “Totals B” & “Difference [A-B]” to pages 12-14