

Abbreviated MAP Test

— Using the scale below, put your response on the appropriate line —

1 = Does NOT apply/Not true 4-5 = Average 8 = Totally applies/Totally true ← **SCALE**
Response Line

- | | | |
|--|-----------|-----------|
| 1 I know that I have a very high energy and intensity level | A _____ | |
| 2 I have strongly felt values, so I run the risk of being too demanding. | D _____* | |
| 3 I have a need to understand the world and what makes things "tick". | | E _____* |
| 4 I am very confident so if I get the chance, I will take the lead in social settings. | | C _____ |
| 5 Leading others, where I take on the risk, is a challenge that I truly enjoy. | | C _____ |
| | | |
| 6 I daydream or wonder how things could be better. | | J _____\$ |
| 7 People who are close to me do not fully appreciate all that I do for them. | | F _____* |
| 8 The key to having a positive relationships is to avoid conflict and maintain peace. | | H _____\$ |
| 9 Status and prestige is an important and obvious measure of success. | | B _____ |
| 10 Sometimes it is better to give in to others, so you can maintain peaceful relationships. | | H _____\$ |
| | | |
| 11 I feel a sense of creativity where I have an urge to leave something positive behind. | | J _____\$ |
| 12 I can work on puzzles or projects just for the enjoyment of finding the solution. | | E _____* |
| 13 I am so active, that for relaxation I will just change the activity I am involved in. | A _____ | |
| 14 I get so involved in what I am doing, that I am unaware of what is going on around me. | A _____ | |
| 15 At times, I withdraw and feel melancholy as I ponder the world problems. | | J _____\$ |
| | | |
| 16 I believe it is important for ones success to have a good sense of structure and order. | D _____* | |
| 17 For the most part, I do not require much sleep or rest. | A _____ | |
| 18 Not being able to finish my goals, seldom enters my mind since I have so much energy. | | A _____ |
| 19 I develop very strong emotional bonds to the people who are close to me. | | F _____* |
| 20 Relating to others and having close friends is very important to me. | | F _____* |
| | | |
| 21 I am concerned about appearance, since image is important to my success. | | B _____ |
| 22 I will admit that I am a perfectionist and need to spend the time to do things well. | D _____* | |
| 23 I would not be surprised if others felt that I am too much into control and seldom relax. | D _____* | |
| 24 What we really need is more people who are willing to take risks and lead others. | | C _____ |
| 25 I realize that when I drive toward a goal in a social setting, I might intimidate others. | | C _____ |
| | | |
| 26 I feel best when I have the opportunity to help others meet their needs. | | F _____* |
| 27 I believe that focusing on my own needs is more important than helping others. | | B _____ |
| 28 Some people have said that I am too theoretical or tend to make things too complex. | | E _____* |
| 29 At times I am self-absorbed and wonder how to make the world a better place. | | J _____\$ |
| 30 I would not be surprised if others felt I was very organized and disciplined. | D _____* | |
| | | |
| 31 I feel most secure when I maintain a positive relationships with those in authority. | G _____\$ | |
| 32 I enjoy environments where the team members can compromise. | | H _____\$ |
| 33 I am entrepreneurial in my actions, so I may not fit into established organizations. | | C _____ |
| 34 One of my strengths is to recall small details, even if significant time has passed. | D _____* | |
| 35 A good leader is one who can minimize strife and keep the peace at all cost. | | H _____\$ |

Add up the **totals** for this page and rewrite them on the top of the next page

A _____	B _____	C _____
D _____*	E _____*	F _____*
G _____\$	H _____\$	J _____\$

Totals from the previous page

A____ B____ C____
D____* E____* F____*
G____\$ H____\$ J____\$

36 When people have a conflict, I see both sides so it is hard for me to decide who is right. H____\$
37 I am very competitive and will establish aggressive goals. B____
38 I have a strong need to experience all that life has to offer so I am a very active person. A____
39 It doesn't bother me to take a strong stand when it is necessary to get things done. C____
40 I am disturbed by the pain and strife in the world. J____\$

41 It is key for a well run company that the people defer to authority G____\$
42 I would rather have an ongoing relationship even if I had to give up my autonomy. G____\$
43 I feel that I am willing to accommodate to the needs of others to keep the peace. H____\$
44 I feel more secure or at my best when I am committed to a group effort. G____\$
45 How I am viewed by others is important, so I push myself to be successful. B____

46 I would rather read a book or work on a project than socialize with others. E____*
47 I seldom limit myself to a casual understanding of subjects in which I have an interest. E____*
48 If I am honest with myself, I would rather be part of a team than to lead others. G____\$
49 Being respected by my peers or held in esteem is a major driver of my behavior. B____
50 Beauty and ideals make man different from animals and more godlike. J____\$

51 I enjoy learning and reading about things that interest me. E____*
52 Being loyal to others or a group gives me a positive sense of well-being. G____\$
53 There are times when I feel I become too jealous or possessive in my relationships. F____*
54 I have been accused of meeting the needs of others at the expense of my own welfare. F____*

Grand Total: add scores at top of page to the remaining questions A____ B____ C____
You should have 9 total scores (1 for each Dynamic)

Add up all 9 Scores and this is the total of all your Responses D____* E____* F____*
(i.e., A + B + C +)

Total of all your RESPONSES: = **T-R** = _____ G____\$ H____\$ J____\$

You will need to get the percentage of each DYNAMIC by dividing the score for that Dynamic by the Total of your Responses (e.g., Total for "A" by T-R and so on for each of the 9 Dynamics) All your scores should total to 100%. Write those percents [%] below:

A____ B____ C____ D____ E____ F____ G____ H____ J____

You are now ready to look up your % for each dynamic in the **Table** on the next page, write those below:

A____ B____ C____ D____ E____ F____ G____ H____ J____

These are your basic Dynamic scores and your typical use pattern. Look then up in Chapters 5 and 6

TABLE to Convert your % for Each Dynamic to Actual %

<u>Actual %</u>	A Performer	B Egoist	C Leader	D Manager	E Theoretician	F Relating	G Loyalist	H Mediator	J Aesthete
0%	5.8%	4.5%	7.5%	6.8%	6.0%	6.7%	5.8%	2.0%	3.4%
2%	8.7%	7.5%	10.0%	9.3%	8.5%	8.8%	8.5%	5.2%	6.3%
4%	9.2%	8.0%	10.4%	9.7%	8.9%	9.2%	8.9%	5.7%	6.8%
6%	9.5%	8.4%	10.7%	10.0%	9.2%	9.4%	9.2%	6.0%	7.1%
8%	9.7%	8.6%	10.9%	10.2%	9.4%	9.6%	9.4%	6.3%	7.4%
10%	9.9%	8.8%	11.0%	10.3%	9.6%	9.7%	9.6%	6.5%	7.6%
12%	10.1%	9.0%	11.2%	10.5%	9.7%	9.8%	9.8%	6.7%	7.7%
14%	10.2%	9.1%	11.3%	10.6%	9.8%	9.9%	9.9%	6.9%	7.9%
16%	10.3%	9.3%	11.4%	10.7%	9.9%	10.0%	10.0%	7.0%	8.0%
18%	10.5%	9.4%	11.5%	10.8%	10.1%	10.1%	10.2%	7.1%	8.2%
20%	10.6%	9.5%	11.6%	10.9%	10.2%	10.2%	10.3%	7.3%	8.3%
22%	10.7%	9.6%	11.7%	11.0%	10.2%	10.3%	10.4%	7.4%	8.4%
24%	10.8%	9.7%	11.8%	11.1%	10.3%	10.4%	10.5%	7.5%	8.5%
26%	10.9%	9.8%	11.9%	11.2%	10.4%	10.5%	10.6%	7.6%	8.6%
28%	11.0%	9.9%	12.0%	11.3%	10.5%	10.5%	10.6%	7.7%	8.7%
30%	11.1%	10.0%	12.1%	11.4%	10.6%	10.6%	10.7%	7.8%	8.8%
32%	11.2%	10.1%	12.2%	11.5%	10.7%	10.7%	10.8%	7.9%	8.9%
34%	11.3%	10.2%	12.2%	11.5%	10.7%	10.7%	10.9%	8.0%	8.9%
36%	11.3%	10.3%	12.3%	11.6%	10.8%	10.8%	11.0%	8.1%	9.0%
38%	11.4%	10.4%	12.4%	11.7%	10.9%	10.8%	11.0%	8.2%	9.1%
40%	11.5%	10.5%	12.5%	11.8%	11.0%	10.9%	11.1%	8.3%	9.2%
42%	11.6%	10.6%	12.5%	11.8%	11.0%	11.0%	11.2%	8.4%	9.3%
44%	11.7%	10.7%	12.6%	11.9%	11.1%	11.0%	11.3%	8.4%	9.4%
46%	11.7%	10.7%	12.7%	12.0%	11.2%	11.1%	11.4%	8.5%	9.4%
48%	11.8%	10.8%	12.7%	12.0%	11.2%	11.1%	11.4%	8.6%	9.5%
50%	11.9%	10.9%	12.8%	12.1%	11.3%	11.2%	11.5%	8.7%	9.6%
52%	12.0%	11.0%	12.9%	12.2%	11.4%	11.3%	11.6%	8.8%	9.7%
54%	12.1%	11.1%	12.9%	12.2%	11.4%	11.3%	11.6%	8.9%	9.8%
56%	12.1%	11.1%	13.0%	12.3%	11.5%	11.4%	11.7%	9.0%	9.8%
58%	12.2%	11.2%	13.1%	12.4%	11.6%	11.4%	11.8%	9.0%	9.9%
60%	12.3%	11.3%	13.1%	12.4%	11.6%	11.5%	11.9%	9.1%	10.0%
62%	12.4%	11.4%	13.2%	12.5%	11.7%	11.6%	12.0%	9.2%	10.1%
64%	12.5%	11.5%	13.3%	12.6%	11.8%	11.6%	12.0%	9.3%	10.2%
66%	12.5%	11.6%	13.4%	12.7%	11.9%	11.7%	12.1%	9.4%	10.3%
68%	12.6%	11.7%	13.4%	12.7%	11.9%	11.7%	12.2%	9.5%	10.3%
70%	12.7%	11.8%	13.5%	12.8%	12.0%	11.8%	12.3%	9.6%	10.4%

TABLE to Convert your % for Each Dynamic to Actual % (Continued)

<u>Actual %</u>	A Performer	B Egoist	C Leader	D Manager	E Theoretician	F Relating	G Loyalist	H Mediator	J Aesthete
72%	12.8%	11.9%	13.6%	12.9%	12.1%	11.9%	12.4%	9.7%	10.5%
74%	12.9%	12.0%	13.7%	13.0%	12.2%	11.9%	12.4%	9.8%	10.6%
76%	13.0%	12.1%	13.8%	13.1%	12.3%	12.0%	12.5%	9.9%	10.7%
78%	13.1%	12.2%	13.9%	13.2%	12.4%	12.1%	12.6%	10.0%	10.8%
80%	13.2%	12.3%	14.0%	13.3%	12.4%	12.2%	12.7%	10.1%	10.9%
82%	13.3%	12.4%	14.1%	13.4%	12.5%	12.3%	12.8%	10.3%	11.0%
84%	13.5%	12.5%	14.2%	13.5%	12.7%	12.4%	13.0%	10.4%	11.2%
86%	13.6%	12.7%	14.3%	13.6%	12.8%	12.5%	13.1%	10.5%	11.3%
88%	13.7%	12.8%	14.4%	13.7%	12.9%	12.6%	13.2%	10.7%	11.5%
90%	13.9%	13.0%	14.6%	13.9%	13.0%	12.7%	13.4%	10.9%	11.6%
92%	14.1%	13.2%	14.7%	14.0%	13.2%	12.8%	13.6%	11.1%	11.8%
94%	14.3%	13.4%	14.9%	14.2%	13.4%	13.0%	13.8%	11.4%	12.1%
96%	14.6%	13.8%	15.2%	14.5%	13.7%	13.2%	14.1%	11.7%	12.4%
98%	15.1%	14.3%	15.6%	14.9%	14.1%	13.6%	14.5%	12.2%	12.9%
100%	18.0%	17.3%	18.1%	17.4%	16.6%	15.7%	17.2%	15.4%	15.8%

How to use this Table:

1. You have completed the Map Test
2. You have added all your scores for each Dynamic (e.g., A, B,.... J)
3. You have totaled all your Responses (i.e., A + B + ... J) = **T-R**
4. You have found the % for each Dynamic by dividing the Dynamic Score (e.g., score for "A") by the Total of all your Responses (T-R). Those scores are at the bottom of the MAP Test. (Two examples follow:)
5. Say your total score was 24 for "A" and your Total Responses (T-R) was 240.
You had divided the 24/240 to get 10.0% for A.
6. Now you look up that 10.0% under column "A" and you see that 9.9% gives a score of **10%** and 10.1% gives a score of **12%**. Your actual score is between those two so it is **11%**. Hence, your Actual score is **11%** which means that you seldom use this dynamic (89% of the people use it more).
7. Say your total score was 24 for "A" and your Total Responses (T-R) was 180.
You had divided the 24/180 to get 13.3% for A.
8. Now you look up that 13.3% under column "A" and you see that there is a perfect match at **82%**. Hence, your Actual score is **82%** which means that you use this dynamic very often (only 18% of the people use it more often).