

Personal Poise Positioning Inventory (3PI) Scoring Profile

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**SCORING PROFILE ON
PERSONAL POISE POSITIONING INVENTORY
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Introduction

Effective poise development, and positioning, enables you attain greater influence, personal success, and lasting happiness. The scoring profile on 'Personal Poise Positioning Inventory (3PI)' would help you become aware of your self-hindered pattern of behaviour, limited poise level or aspects of poor personal poise development and positioning.

Use this scoring profile to score your completed 'Personal Poise Positioning Inventory (3PI)'. The insight gained would help you re-position your personal poise development to keep you on top of your world.

SECTION A

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CHECK ☒ AS MANY OF THE FOLLOWING STATEMENTS AS ARE CHARACTERISTIC OF YOU.

1. ☐ You are thrilled to be asked to lead a discussion in a group of people or propose a vote of thanks at a social function: **Score 5**
2. ☐ You measure your worth or importance by yardsticks established in your community or society: **Score 0**
3. ☐ You refuse to be hurried and fussed into things: **Score 5**
4. ☐ You feel uneasy when people laugh at some awkwardness or mistake on your part: **Score -1**
5. ☐ You have an urge to justify yourself to people or to defend yourself: **Score -1**
6. ☐ It is difficult for people to embarrass you, for example, with rudeness or a snub: **Score 5**
7. ☐ You are concerned or worried about your ego or status when you are in competition with other people: **Score -1**
8. ☐ You control yourself when the people around you are being difficult or uncooperative: **Score 5**
9. ☐ You get upset or agitated in the face of stiff opposition or heated (or tough) argument: **Score -1**
10. ☐ You are unable to hold your ground in an argument: **Score -1**
11. ☐ You are quick to proclaim or show-off your achievements to people: **Score 0**
12. ☐ You talk down on people: **Score -1**
13. ☐ You focus your conversations on uplifting other people: **Score 5**
14. Check ☒ only one statement among the following:
 - a. ☐ I am concerned with what other people think or say about me: **Score 0**
 - b. ☐ I am concerned mainly with what I think or say about myself: **Score 5**
 - c. ☐ It does not matter to me what I think or what other people think or say about me: **Score -1**

SECTION B

DO ANY OF THE FOLLOWING MAKE YOU ANXIOUS, NERVOUS OR PASSIVE IN COMPANY OR SOCIAL SITUATIONS/FUNCTIONS? Check ☒ as many as are characteristic of you.

1. ☐ Your fear of being rejected or laughed at by other people.
2. ☐ Your lower status when compared to other people.
3. ☐ Your physical handicap (Specify):

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4. ☐ Your lack of special or required social skills (Specify):
5. ☐ When there are more vocal or assertive people around.
6. ☐ When your dressing is not top rate or first class.
7. ☐ When persons of the opposite sex constitute the audience or group.
8. ☐ When you cannot pick out familiar faces in the audience, group or crowd.
9. ☐ When you are the focus of attention (e.g. when giving a speech, when being asked to sing or lead a task, or when being asked directly for your opinion by a TV reporter.)

Scoring: Score -1 point for each item checked

SECTION C

WHICH OF THE FOLLOWING BEHAVIOURS ARE CHARACTERISTIC OF YOU IN COMPANY (OR SOCIAL SITUATIONS)?

Check ☒ as many as are applicable to you.

1. ☐ Loud talking: **Score -1**
2. ☐ Rambling, incoherent talking: **Score -1**
3. ☐ Silence, a reluctance to talk: **Score -1**
4. ☐ Low speaking voice: **Score -1**
5. ☐ Clear, firm talking: **Score 5**
6. ☐ Actively connecting with people, making new friends: **Score 5**
7. ☐ Just coasting along: **Score 0**
8. ☐ Avoiding intimacy: **Score 0**
9. ☐ Escaping from an uneasy situation: **Score -1**
10. ☐ Getting your way at all cost, making sure you have things your own way: **Score -1**
11. ☐ Making other people comfortable in your presence: **Score 5**
12. ☐ Trying to make a good impression: **Score 0**

SECTION D

FRAME YOURSELF IN RELATION TO EACH OF THE FOLLOWING GROUPS OF STATEMENTS.

1. Check ☒ only one statement.

- a. ☐ I look simple and relaxed: **Score 5**
- b. ☐ I look tough and act tough: **Score 1**
- c. ☐ I look simple but tough: **Score 2**
- d. ☐ I look tough but anxious: **Score -1**
- e. ☐ I look simple and anxious: **Score -1**

2. Check ☒ only one statement.

- a. ☐ I dress for confidence or to feel good: **Score 3**
- b. ☐ I dress to impress other people: **Score -1**
- c. ☐ I dress to express my character: **Score 5**
- d. ☐ I dress regardless of any consideration: **Score 0**

3. Check ☒ only one statement.

- a. ☐ I hold steadfastly to my convictions in spite of criticisms: **Score 5**
- b. ☐ I take time to re-examine my convictions: **Score 3**
- c. ☐ I compromise my convictions under strong criticisms: **Score -1**
- d. ☐ I have no conviction to hold to: **Score -1**

4. Check ☒ only one statement.

- a. ☐ I am motivated by an urge to fulfill my potentiality: **Score 5**
- b. ☐ I am motivated by an urge to be popular or loved: **Score -1**
- c. ☐ I am motivated by an urge to develop myself or overcome my deficiencies: **Score 3**

5. Check ☒ only one statement.

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a. ☐ I tend to cover up my mistakes: **Score -1**

b. ☐ I try to avoid making mistakes: **Score 1**

c. ☐ I readily own up to my mistakes: **Score 5**

6. Check ☒ only one statement.

a. ☐ I tend to do things without seeking the help of others: **Score 1**

b. ☐ I tend to reject help when offered: **Score -1**

c. ☐ I readily or actively seek help from other people: **Score 5**

d. ☐ I tend to accept help when offered: **Score 2**

7. Check ☒ only one statement.

a. ☐ I tend to bother when people get in my way: **Score 0**

b. ☐ I tactfully manoeuvre people who get in my way: **Score 5**

c. ☐ I strongly resist people getting in my way: **Score 1**

d. ☐ I don't know when people get in my way: **Score -1**

8. Check ☒ only one statement.

a. ☐ I tend to dispense favours based on people's social or financial status: **Score -1**

b. ☐ I tend to dispense social favours on the basis of reciprocity- 'one good turn deserves another: **Score 1**

c. ☐ I tend to dispense social favours regardless of personal benefits to me: **Score 5**

d. ☐ I tend to dispense social favours to feel good about myself: **Score 2**

9. Check ☒ only one statement.

a. ☐ I tend to listen actively to others during conversations: **Score 3**

b. ☐ I tend to dominate conversations: **Score -1**

c. ☐ I tend to think about myself during conversations: **Score 0**

d. ☐ I tend to give and take in conversations: **Score 5**

10. Check ☒ only one statement.

- a. ☐ I use power to enhance myself, ingratiate people or curry favours: **Score -1**
- b. ☐ I hate to have power over other people: **Score 1**
- c. ☐ I use power to meet other people's needs: **Score 5**
- d. ☐ I don't have any agenda or specific purpose for holding power: **Score 0**

11. Check ☒ only one statement.

- a. ☐ When conversing with a stranger I focus our talk on him or her: **Score 3**
- b. ☐ When conversing with a stranger I focus our talk on myself: **Score -1**
- c. ☐ When conversing with a stranger I focus our talk on what he or she has to say: **Score 5**
- d. ☐ When conversing with a stranger I focus our talk on topical issues: **Score 1**

SECTION E

FRAME YOURSELF IN RELATION TO EACH OF THE FOLLOWING GROUPS OF STATEMENTS.

1. Check ☒ only one statement characteristic of you.

- a. ☐ I am calm under adversities: **Score 5**
- b. ☐ I am nervous under adversities: **Score 0**
- c. ☐ I am perplexed by adversities, feeling lost on what to do: **Score -1**

2. Check ☒ only one statement characteristic of you.

- a. ☐ I focus on tackling the root causes of problems confronting me: **Score 5**
- b. ☐ I focus on avoiding or mitigating adverse consequences of problems confronting me: **Score 1**
- c. ☐ I dwell on the bad consequences of problems confronting me: **Score -1**

3. Check ☒ only one statement characteristic of you.

- a. ☐ I hold grudges against people and look out for opportunities to repay them: **Score -1**
- b. ☐ I don't hold grudges against people, endeavoring to settle people's infractions against my person or discountenance such: **Score 5**

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c. ☐ I allow people's past infractions against me to affect or influence my future relationship with them: Score 0

4. Check ☒ only one statement characteristic of you.

a. ☐ I don't have particular repertoire of problem solving skills: Score -1

b. ☐ I have developed key skills in effectively solving problems I face in my life: Score 5

c. ☐ I rely on experts to help solve problems I face in my life: Score 0

5. Check ☒ only one statement characteristic of you.

a. ☐ When dealing with new problems in my life I focus on my mistakes and think about my inadequacies: Score -1

b. ☐ When dealing with new problems in my life I focus on my abilities and the skills I have developed handling such problems: Score 2

c. ☐ When dealing with new problems in my life I identify the root causes and develop alternative solutions, including, in some cases, new solutions: Score 5

6. Check ☒ only one statement characteristic of you.

a. ☐ I dismiss people who don't measure up to my intellectual or social standard: Score -1

b. ☐ I accommodate, or show an understanding of, people who don't measure up to my intellectual or social standard: Score 1

c. ☐ I am supportive of, or helpful to, people who don't measure up to my intellectual or social standard: Score 5

7. Check ☒ only one statement characteristic of you.

a. ☐ I dwell on the negative side of things: Score -1

b. ☐ I dwell on the positive side of things: Score 5

c. ☐ I act on the spur of the moment based on how I feel at that point in time: Score 0

8. Check ☒ only one statement characteristic of you.

a. ☐ I have it in me to meet life's challenges: Score 5

b. ☐ I don't have it in me to meet life's challenges: Score -1

c. ☐ I have a network of resourceful people I rely on for handling life's challenges: Score 1

9. Check ☒ only one statement characteristic of you.

a. ☐ I am upset with people who criticize me: Score 0

b. ☐ I feel bad about myself when criticized: Score -1

c. ☐ I feel helped when criticized: Score 5

10. Check ☒ only one statement characteristic of you.

a. ☐ I tend to feel guilty for my past mistakes: Score -1

b. ☐ I use my past mistakes as lesson points for better performance or future success: Score 5

c. ☐ I feel held back by my past mistakes: Score -2

11. Check ☒ only one statement characteristic of you.

a. ☐ I allow people to make me feel guilty for my past mistakes: Score -1

b. ☐ I discountenance people's attempt to make me feel guilty for my past mistakes: Score 5

c. ☐ I resist people attempting to make me feel guilty for my past mistakes: Score 0

12. Edgar Guest said, 'Let me be a little kinder; let me be a little blinder to the faults of those around me.'
In relation to what Edgar Guest said, check ☒ only one of the following statements characteristic of you.

a. ☐ I fully agree with Edgar Guest and endeavour to do this: Score 5

b. ☐ I agree with Edgar Guest but I can't do it: Score 0

c. ☐ I disagree with Edgar Guest: Score -1

SECTION F

HOW DO YOU COME ACROSS TO PEOPLE? WHAT DO PEOPLE SAY ABOUT YOU?

Check ☒ as many of the following adjectives as closely reflect how people describe you.

1. ☐ Reserved: **Score 0**

2. ☐ Rude: **Score -1**

3. ☐ Shy: **Score 0**

4. ☐ Confident: **Score 1**

5. ☐ Sociable: **Score 1**

6. ☐ Manipulative: **Score -1**

7. ☐ Arrogant: **Score -1**

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8. ☐ Sluggish: **Score -1**
9. ☐ Helpful: **Score 1**
10. ☐ Aggressive: **Score 0**
11. ☐ Pleasant: **Score 1**
12. ☐ Boastful: **Score -1**
13. ☐ Glum: **Score -1**
14. ☐ Agile: **Score 1**
15. ☐ Anxious: **Score -1**
16. ☐ Difficult: **Score -1**
17. ☐ Versatile: **Score 1**
18. ☐ Talkative: **Score 0**
19. ☐ Friendly: **Score 1**
20. ☐ Cheerful: **Score 1**
21. ☐ Irritating: **Score -1**
22. ☐ Assertive: **Score 1**
23. ☐ Resourceful: **Score 1**
24. ☐ Charming: **Score 1**
25. ☐ Relaxed: **Score 1**

SECTION G

PUT YOURSELF IN THE FOLLOWING SITUATIONS.

1. 'You discover that your car mechanic has not replaced a spare part in your car when you had paid for a replacement part.' Briefly describe how you would feel or react and state what you would say.

2. 'You lead a team which has an important and urgent assignment to complete. Certain members of the team are slowing you down.' Briefly describe how you would feel and react.

3. 'Your spouse or lover does not respond to your attempt at communicating with him or her.' Briefly describe how you would feel and react.

4. 'You are negotiating the sale of a real estate property with a prospective buyer. She or he has already indicated willingness to buy at an agreed price. You are to call on a particular to collect the payment and finalize the relevant documents. On the agreed date, you called but she or he offered to pay a price far below what was agreed. You are in urgent need of money, and you cannot readily get another buyer.' Briefly describe how you will feel and react.

Scoring:

Score yourself 5 points for each response area showing that you are in control of things and are not weighed down by the embarrassing situation.

Score yourself 0 for other responses showing lack of control of the situation and that you are at your wits end.

OVERALL SCORE:

Section	Good Personal Poise Positioning/Development	Just Satisfactory Personal Poise Positioning/development	Low Self Worth/Poor Personal Poise Development
A	26-30	20-25	Less than 20
B	0	-1	-2 and less (i.e. to -9)
C	12-15	10-11	Less than 10
D	48-55	35-47	Less than 35
E	50-60	40-49	Less than 40
F	9-12	6-8	Less than 6
G	20	15	10 and below
Overall Score:	165-181	125-145	116 and below
Summary Status	Health Self Esteem and personal poise positioning.	Average self esteem and personal poise positioning.	Low self-esteem and poor personal poise positioning or development.
Recommendation	You would make further progress towards self-actualization with the personal growth coaching . Visit http://www.betterpoise.com/online-personal-growth-coaching.html	May benefit from the Better Poise Builder . Visit http://www.betterpoise.com/better-poise-builder.html .	You would find the Better Poise Builder particularly beneficial. Visit http://www.betterpoise.com/better-poise-builder.html .

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