

PECs SELF-RATING QUESTIONNAIRE Scoring Sheet

Instructions

1. Enter the ratings from the completed questionnaire on the lines above the item numbers in parentheses. Notice that the item numbers in each column are consecutive. Item No. 2 is below item No. 1 and so forth.
2. Do the addition and subtraction in each row to compute each PEC score. Watch carefully the plusses (+) and minuses (-) to come up with the correct computation. Check twice or thrice if you have obeyed this rule!
3. Add all the PEC scores to compute the total score.

Rating of Statements

Score PEC

$$\frac{\quad}{(1)} + \frac{\quad}{(12)} + \frac{\quad}{(23)} - \frac{\quad}{(34)} + \frac{\quad}{(45)} + 6 = \underline{\quad}$$

Opportunity Seeking

$$\frac{\quad}{(2)} + \frac{\quad}{(13)} + \frac{\quad}{(24)} - \frac{\quad}{(35)} + \frac{\quad}{(46)} + 6 = \underline{\quad}$$

Persistence

$$\frac{\quad}{(3)} + \frac{\quad}{(14)} + \frac{\quad}{(25)} + \frac{\quad}{(36)} - \frac{\quad}{(47)} + 6 = \underline{\quad}$$

Commitment to Work Contract

$$\frac{\quad}{(4)} + \frac{\quad}{(15)} + \frac{\quad}{(26)} + \frac{\quad}{(37)} - \frac{\quad}{(48)} + 6 = \underline{\quad}$$

Demand for Quality & Efficiency

$$\frac{\quad}{(5)} - \frac{\quad}{(16)} + \frac{\quad}{(27)} + \frac{\quad}{(38)} + \frac{\quad}{(49)} + 6 = \underline{\quad}$$

Risk Taking

$$\frac{\quad}{(6)} - \frac{\quad}{(17)} + \frac{\quad}{(28)} + \frac{\quad}{(39)} + \frac{\quad}{(50)} + 6 = \underline{\quad}$$

Goal Setting

$$\frac{\quad}{(7)} + \frac{\quad}{(18)} - \frac{\quad}{(29)} + \frac{\quad}{(40)} + \frac{\quad}{(51)} + 6 = \underline{\quad}$$

Information Seeking

$$\frac{\quad}{(8)} + \frac{\quad}{(19)} + \frac{\quad}{(30)} - \frac{\quad}{(41)} + \frac{\quad}{(52)} + 6 = \underline{\quad}$$

Systematic Planning & Monitoring

$$\frac{\quad}{(9)} - \frac{\quad}{(20)} + \frac{\quad}{(31)} + \frac{\quad}{(42)} + \frac{\quad}{(53)} + 6 = \underline{\quad}$$

Persuasion and Networking

$$\frac{\quad}{(10)} - \frac{\quad}{(21)} + \frac{\quad}{(32)} + \frac{\quad}{(43)} + \frac{\quad}{(54)} + 6 = \underline{\quad}$$

Self-Confidence

Total PEC Score _____

Correction factor computation

$$\frac{\quad}{(11)} - \frac{\quad}{(22)} - \frac{\quad}{(33)} - \frac{\quad}{(44)} + \frac{\quad}{(55)} + 18 = \underline{\quad}$$

Correction Factor

Note that the correction factor is very important for the calculation of the final score.