

## Questionnaire

Please answer the following statements by means of the rating scale (1-5). At this, the way you see yourself at present is crucial. Write the appropriate numeric value into the corresponding brackets.

	1	2	3	4	5	
	not at all	hardly	slightly	fairly	entirely	
1	( )					When I do work, I do it accurate.
2	( )					I feel responsible for people dealing with me feeling comfortable.
3	( )					I am constantly on the go.
4	( )					If I rest, I rust.
5	( )					I do not like to show my weaknesses to others.
6	( )					Frequently I use the sentence: „This is hard to say precisely.“
7	( )					I often find myself talking more than necessary.
8	( )					It is hard for me to accept people who are not accurate.
9	( )					It is hard for me to show my feelings.
10	( )					„Do not give up“ is my motto.
11	( )					When expressing my opinion, I back it up as well.
12	( )					If I have a wish, I will fulfill it quickly.
13	( )					I do not hand in a report until I reviewed it several times.
14	( )					I get upset by People who „dawdle“.
15	( )					It is important to me to be accepted by others.
16	( )					I rather have a hard hard shell, but a soft core.
17	( )					I often try to find out what others expect from me to adjust to the demands.
18	( )					I do not understand people who unconcernedly live for the moment.
19	( )					I often interrupt others during discussion.
20	( )					I fix my problems myself.
21	( )					I complete tasks as quickly as possible.

22	( )	I am considerate of distance when dealing with others.
23	( )	There are a lot of tasks I should handle even better.
24	( )	I concern myself also with minor things.
25	( )	Success does not fall into my lap, I have to work hard for it.
26	( )	I have little understanding of stupid mistakes.
27	( )	I appreciate when others answer my questions quickly and concisely.
28	( )	It is important to me that I receive praise from others for a job done well.
29	( )	If I start a task, I will finish it.
30	( )	I put my wishes and needs aside in favor of other people's needs.
31	( )	Often I am hard towards others to protect myself from being hurt.
32	( )	Often I am drumming my fingers on the table impatiently.
33	( )	By explaining facts I like using a clear enumeration: First, second, third.
34	( )	I believe most things are not as easy as most people think.
35	( )	I feel uncomfortable criticizing others.
36	( )	During discussions I nod my head a lot.
37	( )	I make an effort to reach my goals.
38	( )	My facial expression is rather serious.
39	( )	I am nervous.
40	( )	Nothing surprises me, I am as solid as a rock.
41	( )	My problems are not other people's business.
42	( )	I often say: "Go, go, go! Speed up!"
43	( )	I often say: „exactly“, „clearly“ and such.
44	( )	I often say: „I don't understand.“
45	( )	I like saying: „Could you please try?“ and I do not like saying: "Give it a try!"
46	( )	I am diplomatic.
47	( )	I try to exceed all expectations on me.
48	( )	Sometimes I do two activities at the same time.
49	( )	„Clenching teeth“ is my motto.
50	( )	Despite tremendous efforts I fail at lots of endeavors.

## Evaluation

To evaluate the questionnaire please transfer your rating of each question into the following evaluation.

Afterwards, add up the numbers per section.

### **B.P.:**

Question: 1: \_\_, 8: \_\_, 11: \_\_, 13: \_\_, 23: \_\_, 24: \_\_, 33: \_\_, 38: \_\_, 43: \_\_, 47: \_\_

TOTAL: \_\_

### **B.Q.:**

Question: 3: \_\_, 12: \_\_, 14: \_\_, 19: \_\_, 21: \_\_, 27: \_\_, 32: \_\_, 39: \_\_, 42: \_\_, 48: \_\_

TOTAL: \_\_

### **T.H.:**

Question: 4: \_\_, 6: \_\_, 10: \_\_, 18: \_\_, 25: \_\_, 29: \_\_, 34: \_\_, 37: \_\_, 44: \_\_, 50: \_\_

TOTAL: \_\_

### **B.A.:**

Question: 2: \_\_, 7: \_\_, 15: \_\_, 17: \_\_, 28: \_\_, 30: \_\_, 35: \_\_, 36: \_\_, 45: \_\_, 46: \_\_

TOTAL: \_\_

### **B.S.:**

Question: 5: \_\_, 9: \_\_, 16: \_\_, 20: \_\_, 22: \_\_, 26: \_\_, 31: \_\_, 40: \_\_, 41: \_\_, 49: \_\_

TOTAL: \_\_

Transfer the total value of each driver into the following scheme to visualize the specific characteristics and degrees. If one driver exceeds the scale value of 40 it can be assumed with great certainty, that other people will notice him in your behavior within a very short time.

	B.P.	B.Q.	T.H.	B.A.	B.S.
50					
49					
48					
47					
46					
45					
44					
43					
42					
41					
40					
39					
38					
37					
36					
35					
34					
33					
32					
31					
30					
29					
28					
27					
26					
25					
24					
23					
22					
21					
20					
19					
18					
17					
16					
15					
14					
13					
12					
11					
10					

## Explanation

The model of inner **drivers** takes its origin from the **transactional analysis**, which understands these as parental demands. These are linked to conventional, cultural and social expectations. As parental requirements those messages represent an absolute character that cannot be doubted because its non-compliance could result in a withdrawal of love. At first in adulthood we have the opportunity to realize that there are alternatives to our parents messages. However, at that point those messages are yet deeply anchored in the subconscious. Hence, we try to fulfill the demands of these messages even as adults, in our private and professional life, as if we were secretly forced to. With the help of this test you can find out about your personal degree of each driver. Strongly distinct drivers may develop their own dynamics. They control the inner attitude and behavior increasingly strong.

### **Drivers as inner beliefs and “allowers”:**

#### **BE PERFECT: Perfection before effort!**

Inner belief: “I have to do everything even better, it is never good enough.”

Strengths: Thorough and reliable experts

Weaknesses: Anxiety something could go wrong. Excessive critique of oneself and others, Perfection without reputation of effort and costs (95% means already failed). Pedantry.

Allower: “I am allowed to make mistakes and to learn from it. Sometimes 80% are enough. No mistakes mean no learning.”

#### **BE QUICK: Speed before result!**

Inner belief: “I have got to be quick, otherwise I will not be able to finish up.”

Strengths: Dynamic, ingenuity, speed

Weaknesses: Anxiety not to fit in, panic, chaotic time management and planning. Permanent time pressure, to be late as the worst offense. Leaves behind planning and conceptual “ruins”. Does not think and do work from start to finish. No nerve for details. No power of endurance.

Allower: “I am allowed to take my time and have a break. Some things are allowed to take a while. Do it in a leisurely way.”

#### **TRY HARD: Effort before result!**

Inner belief: “I always have to try hard, no matter what. Life is hard. No pain, no gain.”

Strengths: commitment, willingness

Weaknesses: Anxiety, others are better than I. There are rivals everywhere, which leads to double the effort. Expects effort from others as well. No differentiation possible when effort should or should not be. Prefers the longest and most inconvenient solution path. No ability to improvise. There are constantly problems, difficulties and crises.

Allower: “Work is allowed to be easy. Life is a game. Success may be celebrated. Ease makes it better.”