

MSC Questionnaire

Gaffin Associates

Before completing the questionnaire, please enter your personal details. If you do not know the position you are applying for please enter "Not Known".

Forename	<input type="text"/>				
Surname	<input type="text"/>				
Position <i>Applied For</i>	<input type="text"/>				
Gender* <i>Please tick</i>	<table><tr><td>Male</td><td><input type="checkbox"/></td><td>Female</td><td><input type="checkbox"/></td></tr></table>	Male	<input type="checkbox"/>	Female	<input type="checkbox"/>
Male	<input type="checkbox"/>	Female	<input type="checkbox"/>		

First Language*	<input type="text"/>
Nationality*	<input type="text"/>

Age Group* <i>Please tick</i>	<input type="checkbox"/>	Up to 20	<input type="checkbox"/>	<input type="checkbox"/>	46 - 50	<input type="checkbox"/>
	<input type="checkbox"/>	21 - 25	<input type="checkbox"/>	<input type="checkbox"/>	51 - 55	<input type="checkbox"/>
	<input type="checkbox"/>	26 - 30	<input type="checkbox"/>	<input type="checkbox"/>	56 - 60	<input type="checkbox"/>
	<input type="checkbox"/>	31 - 35	<input type="checkbox"/>	<input type="checkbox"/>	61 - 65	<input type="checkbox"/>
	<input type="checkbox"/>	36 - 40	<input type="checkbox"/>	<input type="checkbox"/>	65 +	<input type="checkbox"/>
	<input type="checkbox"/>	41 - 45	<input type="checkbox"/>	<input type="checkbox"/>	Withheld	<input type="checkbox"/>

*Completion of these fields is optional. Any information provided will be kept confidential and will be used only for the monitoring of Equal Opportunity policies and research purposes. This information will not form part of the reported results of this questionnaire and access to it will be restricted. Thank you.

You are about to complete the MSC Questionnaire. It consists of a series of statements against which you rate your level of agreement. The rating scale is:

- 1: Very Strongly Disagree
- 2: Strongly Disagree
- 3: Disagree
- 4: Neither Disagree nor Agree
- 5: Agree
- 6: Strongly Agree
- 7: Very Strongly Agree

You must respond to each statement by putting a tick through the number that best describes your level of agreement.

1 I am a friendly person

1	2	3	4	5	6	7
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Do not dwell too long on each statement - your first response is usually the best. It is important for the quality of feedback that you respond to each statement frankly.

MSC Questionnaire

Very Strongly Disagree	Strongly Disagree	Disagree	Neither Disagree or Agree	Agree	Strongly Agree	Very Strongly Agree
1	2	3	4	5	6	7

1	I am a friendly person	1	2	3	4	5	6	7
2	I tend to get things done	1	2	3	4	5	6	7
3	I am a well organised person	1	2	3	4	5	6	7
4	I am good at selling	1	2	3	4	5	6	7
5	I am somewhat of a perfectionist	1	2	3	4	5	6	7
6	I can usually see the big picture	1	2	3	4	5	6	7
7	I sometimes like to keep myself to myself	1	2	3	4	5	6	7
8	I like to let things happen before I take action	1	2	3	4	5	6	7
9	Planning is central to my life	1	2	3	4	5	6	7
10	Other people would describe me as a persuasive person	1	2	3	4	5	6	7
11	I am a very precise person	1	2	3	4	5	6	7
12	I am a person who sometimes gets bogged down in detail	1	2	3	4	5	6	7
13	I love to chat with people	1	2	3	4	5	6	7
14	I am seen as someone who gets things done	1	2	3	4	5	6	7
15	Being spontaneous is more important than careful planning.	1	2	3	4	5	6	7
16	I would find a sales job very attractive	1	2	3	4	5	6	7
17	I try to think about the long-term consequences of my actions	1	2	3	4	5	6	7
18	I tend to let things happen rather than try to plan everything	1	2	3	4	5	6	7
19	I would not really enjoy a career in sales	1	2	3	4	5	6	7
20	On a few occasions, I have done a poor quality job	1	2	3	4	5	6	7

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Very Strongly Disagree	Strongly Disagree	Disagree	Neither Disagree or Agree	Agree	Strongly Agree	Very Strongly Agree
1	2	3	4	5	6	7

21	I don't always think about the long-term consequences of my actions	1	2	3	4	5	6	7
	22 Sometimes I try to avoid people	1	2	3	4	5	6	7
	23 I am a decisive person	1	2	3	4	5	6	7
	24 I am a good administrator	1	2	3	4	5	6	7
	25 I think I could sell almost anything to anybody	1	2	3	4	5	6	7
	26 I can be a little indecisive at times	1	2	3	4	5	6	7
	27 Most problems can be prevented by proper planning	1	2	3	4	5	6	7
	28 A career in a customer service role is very attractive to me	1	2	3	4	5	6	7
	29 I have very high personal standards	1	2	3	4	5	6	7
	30 When dealing with problems I think long and hard about the "what ifs"	1	2	3	4	5	6	7
	31 I can make people a little anxious when I talk to them	1	2	3	4	5	6	7
	32 When a problem arises I try to tackle it quickly	1	2	3	4	5	6	7
	33 I would describe myself as being more flexible than organised	1	2	3	4	5	6	7
	34 I can quickly spot sales opportunities	1	2	3	4	5	6	7
	35 I always give 100%	1	2	3	4	5	6	7
	36 I never start something without thinking about the long-term objectives	1	2	3	4	5	6	7
	37 I am often described as an enthusiastic person	1	2	3	4	5	6	7
	38 I think it is important to get feedback from customers about our products and/or services	1	2	3	4	5	6	7
	39 I am seen as someone who thinks ahead	1	2	3	4	5	6	7
	40 When dealing with problems I love to get directly involved	1	2	3	4	5	6	7

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Very Strongly Disagree	Strongly Disagree	Disagree	Neither Disagree or Agree	Agree	Strongly Agree	Very Strongly Agree
1	2	3	4	5	6	7

41	I like to work to an organised system	1	2	3	4	5	6	7
42	I feel that I come across as a very credible person	1	2	3	4	5	6	7
43	Sometimes problems take me completely by surprise	1	2	3	4	5	6	7
44	I look forward to meeting new people	1	2	3	4	5	6	7
45	I am a 'hands on' person	1	2	3	4	5	6	7
46	Selling skills are important for all employees	1	2	3	4	5	6	7
47	I try to anticipate problems before they arise	1	2	3	4	5	6	7
48	I am always willing to pitch in to get things done	1	2	3	4	5	6	7
49	I don't think that I am very good at the "hard sell"	1	2	3	4	5	6	7
50	I am a doer rather than a talker	1	2	3	4	5	6	7
51	I can usually talk people into doing things that they are initially unsure of	1	2	3	4	5	6	7
52	I tend to be more focused on the "here and now" than the future	1	2	3	4	5	6	7
53	I think that it is important to stand back from issues rather than get directly involved	1	2	3	4	5	6	7
54	I tend to look on the bright side of life	1	2	3	4	5	6	7
55	My ability to think ahead is one of my secrets of success	1	2	3	4	5	6	7
56	People are generally relaxed when talking to me	1	2	3	4	5	6	7
57	I find it difficult to decide where to start when I have a number of options	1	2	3	4	5	6	7
58	Most people see me as outgoing and friendly	1	2	3	4	5	6	7
59	I consider myself to be more focused on ideas than putting things into practice	1	2	3	4	5	6	7
60	I am comfortable working in an disorganised environment	1	2	3	4	5	6	7

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Very Strongly Disagree Strongly Disagree Disagree Neither Disagree or Agree Agree Strongly Agree Very Strongly Agree

1 2 3 4 5 6 7

- 61 Good relationships with colleagues are central to a happy working life 1 2 3 4 5 6 7
- 62 People who meet me are likely to be impressed by my energy 1 2 3 4 5 6 7
- 63 I find it easy to get along with people 1 2 3 4 5 6 7

Thank you