

Influence Profile Scoring Sheet

Scoring

Go back through each of the sets in the instrument and add all the scores you gave to each of the A, B, C, D, E, F and G statements. Start with the A statements and tally those scores; go on to the B statements; then total the C statements, and so on, until you have recorded a score in each of the Statement Totals below. (To check your addition, your total score for all sets should equal 63.)

Statement Totals A + B + C + D + E + F + G = 63

Your Influence Matrix

A	Tyrannical																			
B	Networking / Alliance																			
C	All-Knowing Guru																			
D	Informational																			
E	Pecking Order																			
F	Charismatic																			
G	Midas																			
		0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18

Transfer your score totals to this matrix by shading each row in relation to the total score for that influence source. This will provide you with the relative strength of each of your currencies of influence and its relationship to the other sources of influence.