
developed by harrison g. gough, Ph.D. and Pam ELA Bradley, Ph.D.


Report prepared for

## JOHN SAMPLE

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This report is based on your answers to the CPI $260^{\circledR}$ instrument. It includes information about your approach to life, how you see yourself, and how you compare to others on characteristics that are important at work and in everyday living. The goal of the report is to provide as accurate a picture as possible, one that will help you to understand yourself and to achieve your own personal objectives.

## YOUR APPROACH TO THE INSTRUMENT

There are certain ways in which most people respond to the instrument. For example, most people answer all or nearly all of the questions and also acknowledge at least a few personal problems and worries. Departures from general tendencies like these can affect the validity of the information presented below. For this reason, your responses are first screened for indications of unusual trends.

Your answers put more emphasis on your problems and worries than is typical. As a consequence, your scores on some scales may be too low.

## THREE BASIC ORIENTATIONS

Interpretation of the CPI 260 instrument begins with three basic orientations:

1. Toward other people and interpersonal experience
2. Toward conventional rules and values
3. Toward one's inner feelings

The first two orientations are expressed in observable behavior. The third deals with feelings of selfrealization and level of satisfaction. Each of these orientations is assessed by a separate measure.

On the first measure, implications range from a liking for social participation, pleasure in the company of others, and an active interpersonal style at one pole, to a desire for privacy and a reserved and quiet social manner at the other. The second goes from rule-testing and even rule-breaking behavior at one end, to rule-respecting and even conformist behavior at the other. The third measure shows how you feel about yourself and how sure or unsure you are about your ability to cope with the problems and opportunities you encounter in your own life.

Scores on the first two measures, when considered together, define four ways of living or lifestyles, as indicated below:

The IMPLEMENTER LIFESTYLE includes people who are interpersonally active and comfortable with social rules. Implementers step forward, take part, and do not hesitate to act. They believe that social rules are proper and should be obeyed. They are ambitious, goal-directed, strong in leadership potential, and well-organized.

At their best, Implementers can be charismatic leaders and initiators of constructive endeavors. At their worst, they can be opportunistic, manipulative, and hostile toward those who behave in rule-violating ways.

The SUPPORTER LIFESTYLE includes people who are reserved in their behavior and supportive of social norms. Supporters are caring, conscientious, patient, and well-organized. They value and protect their internal, private feelings, avoiding public display or disclosure. Their role is to preserve values and humanize the ways in which social rules are enforced.

At their best, Supporters can be inspirational models of goodness, virtue, and tolerance. At their worst, they may be self-denying, lacking in self-esteem and confidence.

The INNOVATOR LIFESTYLE includes people who are interpersonally active, but who see flaws and even absurdities in the way many things are done. Innovators are imaginative and often creative in their work. Their values are personal, not traditional or conventional.

At their best, Innovators are insightful creators of new ideas, new products, and new social forms. At their worst, they are rebellious, intolerant, self-indulgent, and disruptive.

The VISUALIZER LIFESTYLE includes people who value their own privacy and who see many of society's conventions as arbitrary and unduly restrictive. Visualizers are reflective and nonconforming. They see things differently from others, but for the most part keep these perspectives private. They are most comfortable working alone in fields such as the arts and abstract sciences.

At their best, Visualizers are imaginative, are aesthetically perceptive, and have a rich inner life. At their worst, they feel fragmented, alienated from others, and internally in conflict.

In the general population, approximately 25 percent of the people are classified in each of the four ways of living.

## LIFESTYLE DIAGRAM

The following diagram gives specific information as to how persons in each lifestyle see themselves and as to how they are viewed by others. The diagram also shows how the interpersonal and normfavoring orientations are combined to define the four ways of living. Your answers to the instrument place you in the Alpha quadrant, where the basic lifestyle is that of the Implementer. The plotting of your lifestyle score is shown by the diamond in that quadrant.

## Rule-favoring

Likes stability
Agrees with others


## YOUR LIFESTYLE

Implementers believe strongly in teamwork and try hard to achieve the goals set by the groups to which they belong. They are usually industrious, efficient, and self-disciplined.

When functioning at their best, they are ambitious, enterprising, task-focused, and well-accepted as leaders. When under stress or functioning poorly, Implementers can be opportunistic, bossy, and overly critical of those who fail to follow the rules.

## LEVEL OF SATISFACTION

The third basic theme of this instrument pertains to one's sense of satisfaction in living and feelings of self-realization or fulfillment. Those who rank low on this measure tend to be dissatisfied with their current status and feel that their potentialities are not being fulfilled or realized. Those who score high tend to feel that they are living up to their own potentialities and also that they can cope effectively with the demands of living. Your score on this dimension is indicated by the blue triangle on the line below.


## Level of Satisfaction

This score suggests that you are very dissatisfied with your current circumstances and feel discouraged about your ability to make things better.

The information above gives an overview of your way of living and of broad, general trends in your personal style. In the next section, more detailed and specific information will be presented.

## DETAILED RESULTS

In this section, your scores on 26 separate measures are reported, grouped into five broad categories:

1. Dealing with others
2. Self-management
3. Motivations and thinking style
4. Personal characteristics
5. Work-related measures

## DEALING WITH OTHERS


$\begin{array}{lllllllllllllll}\text { Blames self when things go } 0 & 10 & 20 & 30 & 40 & 50 & 60 & 70 & 80 & 90 & 100 & \text { Confident, self-assured, }\end{array}$ wrong, often thinks others are better, has doubts about own ability, tends to withdraw from social contact. presents self with conviction, likes to talk, projects high sense of own personal worth.
$\begin{array}{llllllllllllll}\text { Seeks support from others, } 0 & 10 & 20 & 30 & 40 & 50 & 60 & 70 & 80 & 90 & 100 & \text { Has a strong sense of }\end{array}$ defers to others, avoids taking $\mid$ a stand, tends to give up when things go wrong. keeps a certain distance between self and others, resolute.
$\begin{array}{lllllllllllll}\text { Not good at judging other } 0 & 10 & 20 & 30 & 40 & 50 & 60 & 70 & 80 & 90 & 100 & \text { Likeable, understands the }\end{array}$ people, somewhat withdrawn, uncomfortable with change and uncertainty, often feels misunderstood. feelings of others, versatile, adventurous, has good social skills.

## CLIENT FEEDBACK REPORT FOR JOHN SAMPLE

## SELF-MANAGEMENT

| Somewhat indifferent to 0 |
| :---: |
| duties and obligations, dislikes |
| routine work, tends to be |
| careless, often impatient. |


| Not readily accepting of social |
| :---: |
| rules and conventions, |
| questions authority, tends to |
| blame others when things go |
| wrong, easily annoyed or |
| irritated. |


| Willing to take risks, has 0 |
| :---: |
| strong feelings and emotions, |
| speaks out when angry or |
| annoyed, may leap before |
| looking. |

$\begin{array}{lllllllllllllll}\text { Has many unusual responses, } & 0 & 10 & 20 & 30 & 40 & 50 & 60 & 70 & 80 & 90 & 100 & H a s ~ v e r y ~ f e w ~ u n u s u a l ~\end{array}$ personal preferences and ideas differ from those of others, may have answered the questions carelessly.


Communality (Cm) 21 responses, sees self as essentially similar to others, has a practical outlook.
$\begin{array}{llllllllllll}\text { Not entirely comfortable in } 0 & 10 & 20 & 30 & 40 & 50 & 60 & 70 & 80 & 90 & 100 & \text { Generally satisfied with life }\end{array}$ current situation, may be worried about health and personal problems, tends to be anxious, not optimistic about the future.
 situation, cheerful, feels self to be in good physical and emotional health, feels competent to deal with life's demands.

Tends to be critical of others' $0 \quad 10 \quad 20 \quad 30 \quad 40 \quad \begin{array}{lllllllll} & 50 & 60 & 70 & 80 & 90 & 100 & \text { Open-minded, reasonable }\end{array}$ beliefs and opinions, may appear self-centered and resentful of the good fortune of others, feels unappreciated.


Tolerance (To) 28 respectful of the rights and beliefs of others, not biased or dogmatic.

## MOTIVATIONS AND THINKING STYLE

| Has difficulty doing best 0 |
| :---: |
| work in highly structured and |
| regulated settings, does not |
| like to conform, tends to be |
| an underachiever. |


| Has difficulty doing best work |
| :---: |
| in situations that are vague |
| and unstructured, wants |
| others to specify goals and |
| methods, has a low level of |
| initiative. |


| Activity-oriented, prefers |
| :---: |


| dealing with tangible matters |
| :---: |
| rather than concepts or |

abstractions, lacks confidence in
own ability,

## PERSONAL CHARACTERISTICS



## WORK-RELATED MEASURES

$\begin{array}{lllllllllllllll}\text { Not very ambitious, may be } 0 & 10 & 20 & 30 & 40 & 50 & 60 & 70 & 80 & 90 & 100 & \text { Deals effectively with people, }\end{array}$
erratic in decision-making, $\mid$ puts own interests first, reacts defensively to criticism.

Managerial Potential (Mp) 38 good at explaining decisions, has good judgment.
$\begin{array}{lllllllllllll}\text { Restless, distractible, often } 0 & 10 & 20 & 30 & 40 & 50 & 60 & 70 & 80 & 90 & 100 & \text { Reliable worker readily }\end{array}$ careless, not a steady worker, has fluctuating moods.

accepts subordinate roles, not self-seeking, has modest aspirations, seldom complains.

| Prudent, avoids risk, prefers 0 | 10 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 | Likes what is new and |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| the traditional ways of doing |  |  |  |  |  |  |  |  |  |  | different, thinks in |
| things, dependable at work. |  |  | Crea |  |  |  |  |  |  |  | unconventional ways, likes to think "outside the box," has a rapid personal tempo. |

$\begin{array}{llllllllllllllll}\text { Avoids positions of leadership, } 0 & 10 & 20 & 30 & 40 & 50 & 60 & 70 & 80 & 90 & 100 & \text { Has good leadership skills, }\end{array}$
low in persistence, doubts own competence, has trouble dealing with stress.

likes to take positions of leadership, deals effectively with stress and pressure, forceful and self-assured.
$\begin{array}{lllllllllllll}\text { Impatient, not tactful, } 0 & 10 & 20 & 30 & 40 & 50 & 60 & 70 & 80 & 90 & 100 & \text { Cooperative, appreciative }\end{array}$ questions the motives of $\mid$ others, easily annoyed, not a team worker.

Amicability (Ami) 27 aggressive, tries hard to get along well with coworkers, not self-seeking or self-promoting.
$\begin{array}{lllllllllllll}\text { Sees law enforcement } 0 & 10 & 20 & 30 & 40 & 50 & 60 & 70 & 80 & 90 & 100 & \text { Supports firm and strict law }\end{array}$ practices as too strict and severe, likes to take chances, tends to be nonconforming, somewhat pessimistic and
dissatisfied.
enforcement practices, well-suited for work in the law enforcement field, evaluates problems from a practical and commonsense standpoint

Psychological measurements are always approximations and estimates, not precise indicators. Because of this margin of uncertainty, you should use your own judgment as you review your results on this instrument. The report suggests what higher and lower scores on each scale signify about your temperament and behavior, but these remarks must be viewed in the context of what you know about yourself. Of course, there would be no reason to take the inventory if nothing new or unanticipated turned up. The goal of this report is to give a balanced, true-to-life picture to help you in gaining a better understanding of yourself. If anything in the report seems strange or incorrect, you should discuss these matters with the person who arranged for you to take the CPI 260 instrument.

## LIFESTYLE DIAGRAM SUPPLEMENT

The Lifestyle diagram plots the respondent's scores on two measures of the CPI $260^{\circledR}$ instrument. On the first measure, vector 1 , lower scores indicate that the respondent tends to be more self-confident, sociable, and gregarious, while higher scores on this measure suggest that the respondent is more detached and protective of his or her privacy. On the second, vector 2 , lower scores indicate that the respondent is more adventurous, unconventional, and independent, whereas higher scores indicate a respondent who is more rule oriented, conscientious, and cautious. The intersection of these two vectors creates four quadrants, or lifestyles, into which the respondent's scores can be plotted. The scores for the vectors are in raw score units ranging from 0 to 24 , while most other measures on the CPI 260 are reported in standardized scores, ranging from 0 to 100.


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