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## ABSTRACT

This list contains 58 scales and inventories concerned with decision style, decision-making techniques, the mental processes involved in decision-making and risk-taking. Career education measures which lead one through the decision-making process are also included. Several instruments measure others' perceptions of management decision-making. Although all ages are represented, the majority of tests target adults. This document is one in a series of topical bibliographies from the Test Collection (TC) at Educational Testing Service (ETS) containing descriptions of more than 18,000 tests and other measurement devices prepared by commercial publishers, teachers, educational institutions, professional associations, departments of education, counselors, etc. Each description contains the following basic information: TC Accession Number (a six-digit identification number assigned by the Test Collection); the title of the instrument; personal or institutional author; year of publication or copyright; availability source; grade level for which test is suitable; age level for which test is suitable; and abstract. Other information, which is provided when known, includes subtests, number of test items, and time required to complete the test. Information on accessing the Test Collection via Internet concludes the document. (HAC)

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# DECISION-MAKING PROCESS

ED 369 830

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PRINCETON, NJ 08541

DECISION-MAKING  
APRIL 1991

SUPERSEDES MAY, 1989 EDITION

## INTRODUCTION

### Scope of Bibliography

This list contains scales and inventories concerned with decision style and decision-making techniques, the mental processes involved in decision-making and risk-taking. Also includes career education measures which lead one through the decision-making process. Information on career and vocational measures which provide data for career decisions is available separately. Several instruments measure others' perceptions of management decision-making.

### Availability

Copies of the tests described on the following pages must be obtained directly from the publisher, as stated in the AV AVAILABILITY section of each test citation. Generally, the Test Collection does not have distribution rights for its holdings. However, in special instances, the Test Collection has been granted permission from individual authors to distribute their tests, which are primarily research instruments. The AV AVAILABILITY information for these instruments will be Tests in microfiche, Test Collection, Educational Testing Service, Princeton, NJ 08541.

### Guide to Citation Elements

The following is a guide to the various elements which may be present in a test citation:

- AN - Six-digit identification number assigned by the Test Collection
- TI - Name of the instrument
- DT - Components within the overall test which assess particular skills or factors
- AU - Personal or institutional author
- YR - Year test was published or copyrighted
- AV - Test publisher or distributor; the organization which sells or distributes the instrument

GL - List of grades for which test is suitable

TG - List of ages for which test is suitable

AB - A description of the test and its purpose

AN ACCESSION NUMBER: TC016690 ETS 9011.  
 TI TITLE: Managerial Competence Index.  
 DT SUBTESTS: Managerial Beliefs; Involvement Practices; Management of Motives; Interpersonal Competence.  
 AU AUTHOR: Hall-Jay.  
 YR YEAR: 89.  
 AV AVAILABILITY: Teleometrics International; 1755 Woodstead Court, The Woodlands, TX 77380.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 ITEMS: 60.  
 AB ABSTRACT: A rating scale designed to help managers gain information about their styles of management. Managers indicate what their responses would be to twelve management situations. Each situation has five alternative responses. On a ten-point scale, managers indicate how characteristic each response would be of them. Measures managerial beliefs, involvement practices, management of motives, and interpersonal competence. Resulting scores are plotted on a managerial grid which yields five levels of managerial competence. Should be used in conjunction with Managerial Competence Review (TC016689) in which employees rate their managers according to the same management situations.

AN ACCESSION NUMBER: TC016689 ETS 9011.  
 TI TITLE: Managerial Competence Review.  
 DT SUBTESTS: Managerial Beliefs; Involvement Practices; Management of Motives; Interpersonal Competence.  
 AU AUTHOR: Hall-Jay.  
 YR YEAR: 89.  
 AV AVAILABILITY: Teleometrics International; 1755 Woodstead Court, The Woodlands, TX 77380.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 ITEMS: 60.  
 AB ABSTRACT: A rating scale designed to help managers determine the impact of their management on others. Employees indicate what they believe their managers' responses would be to twelve management situations. Each situation has five alternative responses. On a ten-point scale, employees rank how characteristic each response would be of their managers. Measures managers' managerial beliefs, involvement practices, management of motives, and interpersonal competence. Resulting scores are plotted on a managerial grid which yields five levels of managerial competence. Should be used in conjunction with the Managerial Competence Index (TC016690) in which managers rate themselves according to the same management situations.

AN ACCESSION NUMBER: TC016650 ETS 9004.  
 TI TITLE: Measure of Epistemological Reflection (MER).  
 DT SUBTESTS: Decision-Making in the Educational Context; Role of the Learner in the Learning Process; Role of the Instructor in the Learning Process; Role of Peers in the Learning Process; Role of Evaluation in the Learning Process; Nature of Knowledge, Truth and Reality.  
 AU AUTHOR: Magolda-Marcia-B-Baxter; Porterfield-William-D.  
 YR YEAR: 88.  
 AV AVAILABILITY: American College Personnel Association; 5999 Stevenson Avenue, Alexandria, VA 22304.  
 GL GRADE LEVEL: Higher Education.  
 NT NOTES: In: Assessing Intellectual Development: The Link Between Theory and Practice.  
 AB ABSTRACT: The MER is designed to assess levels of intellectual development based on the theories of William Perry. His schema of cognitive development extended Piaget's work through a study of college students and how they extract meaning from the college experience. Test takers respond in writing to questions about decision-making and learning. Trained raters evaluate these responses and assign them positions from 1 through 9 on the Perry scheme of intellectual development from dualism through relativism to commitment to relativism, and a total protocol rating is calculated. This instrument is said to be useful in determining the relationship between involvement in campus activities or paraprofessional activities and cognitive development. Measures the effects of educational practice on students. Used in academic advising, curriculum design and to measure other outcome effects on students, in the context of the learning process in the college environment. Norms are included for undergraduate students. Validity and interrater reliability are discussed.

AN ACCESSION NUMBER: TC016371 ETS 8911.  
 TI TITLE: Team Task Analysis.  
 AU INSTITUTIONAL AUTHOR: Talico Inc., Jacksonville Beach, FL.  
 YR YEAR: 88.  
 AV AVAILABILITY: Talico, Inc.; 2320 South Third Street, Suite 5; Jacksonville Beach, FL 32250.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES: See Team Building and Group Process Instruments (TC 016362 to TC 016373).  
 AB ABSTRACT: TTA is a six-step task analysis and problem solving model, rather than a measurement instrument. The six steps include describing the problem, gathering additional facts, setting an objective, determining problem causes, developing alternative solutions, and evaluating alternatives. The TTA is based upon recognized creative problem-solving (CPS) principles. The time

required to use this tool is a function of the problem assigned or selected. The tool may be used at any level in the organization for team building; problem solving/decision making training; productivity improvement; and management/supervisory training.

AN ACCESSION NUMBER: TC016323 ETS 9004.  
 TI TITLE: Survey of California State University (CSU) Librarians: Professional Staff Participation in Decision-Making.  
 AU AUTHOR: Gerry-Ellen; Klingberg-Susan.  
 YR YEAR: 84.  
 AV AVAILABILITY: Tests in Microfiche; Test Collection, Educational Testing Service, Princeton, NJ 08541.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 ITEMS: 53.  
 AB ABSTRACT: Thirty-nine items from this survey elicit information about librarians' participation in work-related decision making within a library and the organizational structure. An additional 14 items elicit information about the background and characteristics of the respondent with reference to librarianship. Uses several versions of Likert-type scales, agree/disagree, and frequency scales, that vary by response--choice wording and number of response choices. There is opportunity for a paragraph-length written response. No psychometric data are published.

AN ACCESSION NUMBER: TC016242 ETS 8908.  
 TI TITLE: Organizational Climate Survey.  
 AU INSTITUTIONAL AUTHOR: Organizational Analysis and Practice, Ithaca, NY.  
 YR YEAR: 88.  
 AV AVAILABILITY: Organizational Analysis and Practice, Inc.; 120 E. Buffalo Street, Ithaca, NY 14850.  
 GL GRADE LEVEL: K; 1; 2; 3; 4; 5; 6; 7; 8; 9; 10; 11; 12.  
 TG TARGET AUDIENCE: Adults.  
 AB ABSTRACT: This survey is part of a research project designed to enhance cooperative relationships among those responsible for education in New Jersey, including school board members, administrators, teachers, and other school employees. This survey covers district and school goals and objectives, working conditions, resource problems, supervision, professional development, communication, teamwork and coordination, decision-making, work outcomes, and background information on the school.

AN ACCESSION NUMBER: TC016189 ETS 9011.  
 TI TITLE: Project Planning Situation.  
 AU INSTITUTIONAL AUTHOR: Human Synergistics, Plymouth, MI.  
 YR YEAR: 85.  
 AV AVAILABILITY: Human Synergistics; 39819 Plymouth Road, Plymouth, MI



4B170.

TG TARGET AUDIENCE: Adults.

AB ABSTRACT: A hypothetical work situation designed to test decision making skills in a work group situation.

AN ACCESSION NUMBER: TC016173 ETS 8911.

TI TITLE: Group Behavior Observation Form.

AU AUTHOR: Carew-Donald-K; Parisi-Carew-Eunice.

YR YEAR: 86.

AV AVAILABILITY: Blanchard Training and Development; 125 State Place, Escondido, CA 92025.

TG TARGET AUDIENCE: Adults.

NT NOTES:

ITEMS: 64.

AB ABSTRACT: This form can be used as a data collection instrument for groups to diagnose their current level of functioning and to identify areas for improvement. It can also be used to help individuals develop group observation skills. The form is divided into nine topic areas: communication and participation, decision making, conflict, leadership functions, goals and roles, group norms, problem solving, group climate/atmosphere, and individual behavior.

AN ACCESSION NUMBER: TC016160 ETS 8911.

TI TITLE: Learning Climate Inventory.

AU AUTHOR: Duttweiler-Patricia-C.

AV AVAILABILITY: Southwest Educational Development Laboratory; 211 East Seventh Street, Austin, TX 78701.

TG TARGET AUDIENCE: Adults.

NT NOTES:

ITEMS: 80.

AB ABSTRACT: This inventory is a descriptive measure designed to gather the perceptions of administrators, teachers, staff, students, parents, and others involved in an individual school community concerning the learning climate of that school. The inventory focuses that group's attention and discussion on areas identified as contributing to a positive learning climate. The inventory is composed of eight sections that measure components of the school learning climate. These components are: collaborative problem solving and decision making, instructional leadership, high expectations for students; developing a safe and orderly environment, curriculum and instructional practices, monitoring school progress, and involving parents and children. The results of the inventory may be used to create action plans and generate instructional improvement.

AN ACCESSION NUMBER: TC016120 ETS 8911.  
 TI TITLE: Motivational Analysis of Organizations - Climate.  
 AU AUTHOR: Pareek-Udai.  
 AV AVAILABILITY: Pfeiffer, J. William, ed. The 1989 Annual: Developing Human Resources. San Diego: University Associates, 1989.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 ITEMS: 72.  
 AB ABSTRACT: This inventory analyzes the connection between organizational climate and motivation. The instrument can focus on the perception of the overall organizational climate or individual units or departments within the organization. The instrument employs the twelve dimensions of organizational climate: orientation; interpersonal relationships; supervision; problem management; management of mistakes; conflict management; communication; decision making; trust; management of rewards; risk taking; and innovation and change. It also uses six motivators: achievement; affiliation; expert influence; control; extension; and dependency. Where these twelve dimensions intersect the the six motivators form the matrix or profile connecting organizational climate and motivation. This instrument is in the 1989 Annual: Developing Human Resources.

AN ACCESSION NUMBER: TC016118 ETS 8911.  
 TI TITLE: Cognitive-Style Inventory.  
 AU AUTHOR: Martin-Lorna-P.  
 AV AVAILABILITY: Pfeiffer, J. William, ed. The 1989 Annual: Developing Human Resources. San Diego: University Associates, 1989.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 ITEMS: 40.  
 AB ABSTRACT: This inventory identifies and characterizes respondents' approaches to the cognitive behaviors of thinking, learning, problem solving, and decision making. Systematic, intuitive, integrated, undifferentiated, and split individual cognitive styles are identified. The quantity and quality of these cognitive behaviors have an impact on the organization's productivity, performance, and potential for growth. The results gathered also assist in determining whether an organization, as an entity, practices or prefers a particular cognitive style. This instrument is included in the 1989 Annual: Developing Human Resources.

AN ACCESSION NUMBER: TC016059 ETS 8904.  
 TI TITLE: AIM: Agor Intuitive Management Survey.  
 AU AUTHOR: Agor-Weston-H.  
 YR YEAR: 85.  
 AV AVAILABILITY: Organization Design and Development; 2002 Renaissance Boulevard, Suite 100; King of Prussia, PA 19406-2746.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:

TIME: 20.

ITEMS: 26.

AB ABSTRACT: This instrument is based on the work of Dr. Weston H. Agor and his book, "Intuitive Management: Integrating Left and Right Brain Management Skills." (Prentice-Hall, 1984). It measures underlying intuitive ability and is designed to measure how managers use intuitive ability to make critical decisions. For use in management selection, development, or identification of human capital resources, including employees who can generate ideas for increasing productivity. Norms are available for public and private sector managers.

AN ACCESSION NUMBER: TC016058 ETS 8904.

TI TITLE: Decision Process Inventory.

AU AUTHOR: Kindler-Herbert-S.

YR YEAR: 83.

AV AVAILABILITY: Organization Design and Development; 2002 Renaissance Boulevard, Suite 100; King of Prussia, PA 19406-2746.

TG TARGET AUDIENCE: Adults.

NT NOTES:

TIME: 20.

ITEMS: 12.

AB ABSTRACT: This situational test requires the respondent to select one of four decision processes that should be applied in the situation described. These processes are: unilateral or sole judgment; bargaining or mutual adjustment; collaboration; decision rule by majority, coin flip or arbitration. Designed to determine the respondent's preferred decision process style and the effectiveness of the decision process choices.

AN ACCESSION NUMBER: TC016006 ETS 8904.

TI TITLE: Career Decision Diagnostic Assessment.

DT SUBTESTS: Life Goal Awareness; Decision Anxiety; Secondary Gain; Authority Orientation; Luck and Fate Orientation.

AU AUTHOR: Bansberg-Bill; Sklare-John.

YR YEAR: 86.

AV AVAILABILITY: Publishers Test Service; 2500 Garden Road, Monterey, CA 93940-5379.

GL GRADE LEVEL: 9; 10; 11; 12; Higher Education.

TG TARGET AUDIENCE: AGE 14-17, Adults.

NT NOTES:

TIME: 20; approx.

ITEMS: 42.

AB ABSTRACT: Can be used with individuals who are undecided about their career goals to determine if there are psychological reasons blocking their decisions. Developed to assist counselors in diagnosing the cause of career decision-making problems. Identifies those individuals who need more than occupational interest and ability information. Intended to be administered prior to or along with

standard career assessment tools. Individuals may score their own tests but scores are not self-explanatory and must be discussed with a counselor. Instrument is written at a sixth-grade reading level. Was standardized on high school and community college students. May be used from age 14 to retirement. Test is based on practical, field-tested concepts that are statistically reliable. External validation was completed by statistically correlating it against four other instruments.

AN ACCESSION NUMBER: TC015569 ETS 8904.  
 TI TITLE: Professional Development Inventory: Feedback From Associates.  
 DT SUBTESTS: Communication; Team Work; Improving Performance; Ethics; Decision Making; Time Management and Priorities; Meetings; Conflict and Cooperation; Cost Control; Safety; Innovation and Change; Interaction/Influence.  
 AU AUTHOR: Daniels-Philip-B; Dyer-William-G.  
 YR YEAR: 86.  
 AV AVAILABILITY: Behavioral Science Resources; P.O. Box 411; Provo, UT 84603.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES: See also Supervisory Development Inventory (TC 015570).  
 ITEMS: 44.  
 AB ABSTRACT: Designed to provide feedback on performance to individuals within an organization who are key staff members but not supervisors or managers. Evaluation is performed by supervisors and co-workers. Ratings are made twice for each statement of behavior on two seven-point scales. The first rating is made of the staff member's degree of effectiveness from ineffective to extremely effective. The second rating is made of that behavior's importance to the staff member's overall effectiveness on the job. Scoring is done by the publisher via computer to produce a profile of areas needing improvement and which are most important to improve.

AN ACCESSION NUMBER: TC015677 ETS 8807.  
 TI TITLE: Entry-Level Police Service Tests: A-2 Police Officer.  
 DT SUBTESTS: Reasoning, Problem Solving, Decision Making; Data/Rule Interpretation and Understanding Instructions; Reading Comprehension.  
 AU INSTITUTIONAL AUTHOR: Advanced Research Resources Organization.  
 AV AVAILABILITY: International Personnel Management Association; 1617 Duke Street, Alexandria, VA 22314.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 TIME: 115.  
 ITEMS: 75.  
 AB ABSTRACT: Assesses the following performance dimensions for entry-level police officer positions: Preparing for Duty; Patrol Activities; Response to Call for Assistance; Arrest and Detention Procedures; Search and Seizure; Traffic Control and Traffic Investigation; Public Relations; Investigation; Court Activities and Administrative Duties. Supported by predictive, criterion-related validity evidence. Available on a rental basis only.

AN ACCESSION NUMBER: TC015666 ETS 8807.  
 TI TITLE: Entry-Level Fire Service Tests: B-4 Firefighter.  
 DT SUBTESTS: Reasoning, Problem Solving, Decision Making; Mathematical Computations and Comparisons; Reading Comprehension; Mechanical Reasoning.  
 AU INSTITUTIONAL AUTHOR: Advanced Research Resources Organization.  
 AV AVAILABILITY: International Personnel Management Association; 1617 Duke Street, Alexandria, VA 22314.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 TIME: 120.  
 ITEMS: 85.  
 AB ABSTRACT: Assesses the following performance dimensions for entry-level firefighter positions. Responding to Alarms; Firefighting and Extinguishing Operations; Post Fire Operations; Emergency and Rescue Operations; First Aid and Assistance; Fire Prevention; Inspection and Code Enforcing Activities; Apparatus and Equipment Maintenance; Fire/Arson Investigation; Training Activities; General Firehouse Duties; Management, Administration and Housewatch; and Public Relations and Community Activities. Supported by predictive criterion-related validity evidence. Available on a rental basis only.

AN ACCESSION NUMBER: TC015665 ETS 8807.  
 TI TITLE: Entry-Level Fire Service Tests: B-3 Firefighter.  
 DT SUBTESTS: Reasoning, Problem Solving, Decision Making; Mathematical Computations and Comparisons; Reading Comprehension; Mechanical Reasoning.  
 AU INSTITUTIONAL AUTHOR: Advanced Research Resources Organization.

AV AVAILABILITY: International Personnel Management Association; 1617 Duke Street, Alexandria, VA 22314.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 AB ABSTRACT: Assesses the following performance dimensions for entry-level firefighter positions: Responding to Alarms; Firefighting and Extinguishing Operations; Post Fire Operations; Emergency and Rescue Operations; First Aid and Assistance; Fire Prevention; Inspection and Code Enforcing Activities; Apparatus and Equipment Maintenance; Fire/Arson Investigation; Training Activities; General Firehouse Duties; Management, Administration and Housewatch; and Public Relations and Community Activities. Supported by predictive criterion-related validity evidence. Available on a rental basis only.

AN ACCESSION NUMBER: TC015500 ETS 8807.  
 TI TITLE: Management Style Inventory.  
 AU AUTHOR: Hanson-J-Robert; Silver-Harvey-F.  
 YR YEAR: 81.  
 AV AVAILABILITY: Institute for Cognitive and Behavioral Studies; Box 402; Moorestown, NJ 08057.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 ITEMS: 60.  
 AB ABSTRACT: A self-diagnosis for administrators and other leaders to assess management style preferences. It is based on Jung's theories of psychological type. Identifies four managerial styles based on combinations of perception functions (sensing and intuition) and judgment (thinking and feeling). Respondent assigns 5 points divided between two choices out of each four. Covers: strengths, problem-solving, meetings, achieving objectives, job satisfaction, communications, managerial attitudes, staff evaluation, self-evaluation, stress, work environment, worker qualities, motivation, decisionmaking and managerial behavior.

AN ACCESSION NUMBER: TC015433 ETS 8802.  
 TI TITLE: Couple's Pre-Counseling Inventory, Revised.  
 DT SUBTESTS: General and Specific Happiness with Your Relationship; Caring Behaviors; Conflict Management; Communication Assessment; Sexual Interaction; Moods and Management of Personal Life; Decision Making; Division of Home, Child Care and Work Responsibilities; Child Management; Goals of Counseling; Previous Marriages and/or Relationships; Additional Information.  
 AU AUTHOR: Stuart-Richard-B; Jacobsen-Barbara.  
 YR YEAR: 87.  
 AV AVAILABILITY: Research Press; 2612 North Mattis Avenue, Champaign, IL 61821.  
 TG TARGET AUDIENCE: Adults.  
 AB ABSTRACT: This inventory facilitates the collection of information

for assessing the need for and planning of change in key aspects of couples' patterns of interaction. Designed for use with married or cohabitating couples and for heterosexual or homosexual couples. Designed for planning an individualized approach to helping each couple change.

AN ACCESSION NUMBER: TC015253 ETS 8807.  
 TI TITLE: Vital Checklist and Curriculum Guide.  
 AU AUTHOR: Mithaug-Dennis-E; And Others.  
 YR YEAR: 87.  
 AV AVAILABILITY: Exceptional Education; PO Box 15308; Seattle, WA 98115.  
 TG TARGET AUDIENCE: AGE 5-17, Adults.  
 NT NOTES:  
 ITEMS: 43.  
 AB ABSTRACT: Criterion-referenced assessment that evaluates the essential problem solving and adaptability skills all students need to become independent at school, home, and work. Using the checklist portion of this package, teacher responds to questions concerning individual students' decision making, independence, self evaluation, and adjustment skills. Answers may be either yes, no, or don't know. Then, from the answers recorded on the checklist, the teacher completes the curriculum guide. The curriculum guide consists of the same questions as the checklist, but in shorter form. Yes, no, and don't know are translated into 0, 1, and 2 respectively. These correspond to the level of priority each objective should be given. These answers allow the teacher to complete the Student Profile and Program Emphasis Profile by plotting the number of yes and no answers. This plotting should indicate the areas on which emphasis should be placed by the teacher concerning either individual students or the curriculum. May be used over a period of time to assess how the students and/or program are progressing. May be used with handicapped students.

AN ACCESSION NUMBER: TC015188 ETS 8802.  
 TI TITLE: Human Information Processing Survey, Research Edition.  
 AU AUTHOR: Torrance-E-Paul; And Others.  
 YR YEAR: 84.  
 AV AVAILABILITY: Scholastic Testing Service; 480 Meyer Road, Bensenville, IL 60106.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 ITEMS: 40.  
 AB ABSTRACT: Survey used to determine an individual's information processing functions. Subject chooses from three statements the one which best applies to him or her. Each choice responds to either a left-brain function, a right-brain function or an integrated

function. Results determine where the subject falls on a continuum of left-brain to right-brain dominance. This information may be used to determine the job training methods which would be best suited for the subject.

AN ACCESSION NUMBER: TC015123 ETS 8710.  
 TI TITLE: Test Your Intuitive Powers.  
 AU AUTHOR: Agor-Weston-H.  
 YR YEAR: 85.  
 AV AVAILABILITY: Organization Design and Development; 2002 Renaissance Blvd., Suite 100, King of Prussia, PA 19406.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 ITEMS: 10.  
 AB ABSTRACT: This survey is a measure of underlying or potential intuitive ability and whether or not intuitive powers are actually being used to help guide decision-making in situations where uncertainty is high; there is little precedent; variables are less scientifically predictable; facts are limited; there are several plausible solutions with good arguments; time is limited; and there is pressure to be right.

AN ACCESSION NUMBER: TC015116 ETS 8710.  
 TI TITLE: Participative Management Profile: Optimizing Your Decision-Making Style.  
 AU AUTHOR: Jones-John-E; Bearley-William-L.  
 YR YEAR: 86.  
 AV AVAILABILITY: Organization Design and Development; 2002 Renaissance Blvd., Suite 100, King of Prussia, PA 19406.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 ITEMS: 20.  
 AB ABSTRACT: Twenty decision situations are presented, requiring the respondent to select one of four decision formats: consultation, command, consensus, or convenience. Scoring provides information on the respondent's decision selection effectiveness; preferred and backup styles; and types of decisions needing further study and practice.

AN ACCESSION NUMBER: TC015103 ETS 8710.  
 TI TITLE: Business Skills Inventory, Form Seven.  
 AU INSTITUTIONAL AUTHOR: Kampmeier Group, Columbus, OH.  
 YR YEAR: 86.  
 AV AVAILABILITY: The Kampmeier Group; Management Consultants, 3360 Tremont Road, Columbus, OH 43221.  
 TG TARGET AUDIENCE: Adults.  
 AB ABSTRACT: Designed for use in hiring managers, sales staff, administrators, customer service and professional personnel. This



instrument measures public contact preference, ability to learn, leadership, persuasiveness, decision-making, delegating, administrative skills, organizational skills and entrepreneurship. Completed by prospective employee and scored and interpreted by the publisher.

AN ACCESSION NUMBER: TC015101 ETS 8710.  
 TI TITLE: mCircle Instrument.  
 AU INSTITUTIONAL AUTHOR: Brain Technologies Corporation, Ft. Collins, CO.  
 YR YEAR: 86.  
 AV AVAILABILITY: Brain Technologies Corporation; 414 Buckeye Street, Ft. Collins, CO 80524.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 ITEMS: 20.  
 AB ABSTRACT: Designed to identify the typical way an individual responds to others when confronted with a choice between two difficult alternatives, the kind of circumstance found in high-stress, rapid change business or organizational environments. Said to be different from other conflict resolution measures in that it uses mental "reframing" abilities to turn problems into opportunities. Explores the use of five strategies: Get Out; Give In; Take Over; Trade Off; Breakthrough.

AN ACCESSION NUMBER: TC015100 ETS 8710.  
 TI TITLE: Examination for the Certified Management Accountant.  
 DT SUBTESTS: Economics and Business Finance; Organization and Behavior, Including Ethical Considerations; Public Reporting Standards, Auditing and Taxes; Internal Reporting and Analysis; Decision Analysis, Including Modeling and Information Systems.  
 AU INSTITUTIONAL AUTHOR: Institute of Certified Management Accountants, Montvale, NJ.  
 YR YEAR: 87.  
 AV AVAILABILITY: Institute of Certified Management Accountants; 10 Paragon Drive, Montvale, NJ 07645-1759.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 TIME: 1050.  
 AB ABSTRACT: The examination consists of five parts scheduled consecutively over a two and one half day period. Each part requires three and one half hours. Candidates for CMA must be employed in management accounting, should possess a baccalaureate degree or achieve a satisfactory score on either the Graduate Record Examination or Graduate Management Admissions tests published by Educational Testing Service. The test is designed to provide evidence of exposure to and proficiency in various areas of

financial practice. Tests are administered in June and December. Examinations are updated periodically. The released booklets of prior examinations can be purchased from ICMA at the address given in the availability section. New forms are developed regularly.

AN ACCESSION NUMBER: TC014893 ETS 8705.  
 TI TITLE: GROW: Marriage Enrichment Program.  
 DT SUBTESTS: Growing Closer Together; Talking and Listening; Growing in Decision Making; Adopting to New Roles.  
 AU AUTHOR: Henry-Thomas-J; And Others.  
 YR YEAR: 84.  
 AV AVAILABILITY: Institute for Personality and Ability Testing; P.O. Box 188; Champaign, IL 61820.  
 TG TARGET AUDIENCE: Adults.  
 AB ABSTRACT: GROW is an integrated program of assessment, learning activities and personal development designed to support the efforts of professionals who are working to improve the quality of marital relationships. The focus is not on the growth of the individuals, but on their growth together as spouses. GROW provides significant information about personal characteristics of the two spouses. This, in combination with the structured learning activities and the professional encouragement, feedback, and support provided by the professional are the key elements in the program. The four GROW learning activities target the areas of Bonding, Communication, Decision-Making, and Role Clarification. Uses a short version of the Adult Personal Inventory for its assessment device. Unlikely that couples whose marriages are deeply disturbed would benefit, but useful for some troubled marriages.

AN ACCESSION NUMBER: TC014378 ETS 8605.  
 TI TITLE: A Scale of Marriage Problems.  
 DT SUBTESTS: Problem Solving; Decision Making, and Goals of Marriage;  
 Child Rearing and Home Labor; Relatives and In-Laws; Personal  
 Care and Appearance; Money Management; Outside Friendships and  
 Expression of Affection.  
 AU AUTHOR: Swensen-Clifford-H; Fiore-Anthony.  
 YR YEAR: 75.  
 AV AVAILABILITY: Keller, Peter A.; Ritt, Lawrence G., eds. Innovations  
 in Clinical Practice: A Source Book. Volume 1. Sarasota, FL:  
 Professional Resource Exchange, 1982.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 ITEMS: 43.  
 AB ABSTRACT: Developed out of a research project on love relationships  
 among functional and dysfunctional married couples. All items  
 within scale should apply to both troubled and happy marriages.  
 Scale is scored for both the number of marriage problems and the  
 severity of problems. The publisher of Innovations in Clinical  
 Practice: A Source Book, is Professional Resource Exchange, P.O.  
 Box 15560, Sarasota, FL 33579. This instrument was included in this  
 volume by permission of the original publisher and can be found in  
 J.E. Jones and J.W. Pfeiffer, eds., The 1975 Annual Handbook For  
 Group Facilitators, San Diego: University Associates, 1975.

AN ACCESSION NUMBER: TC013851 ETS 8503.  
 TI TITLE: PSI Basic Skills Tests: Decision Making.  
 AU AUTHOR: Ruch-William-W; And Others.  
 YR YEAR: 81.  
 AV AVAILABILITY: Psychological Services Inc.; 100 W. Broadway, Suite 1100,  
 Glendale, CA 91210.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 TIME: 5.  
 AB ABSTRACT: One of a series of 20 practical, brief personnel  
 selection tests. Designed to aid personnel managers in business,  
 industry, and government in the selection and placement of employees.  
 Test content was constructed to be bias-free. Validated against job  
 performance in a nationwide survey. Measures the ability to read a  
 set of procedures and apply them to new situations.

AN ACCESSION NUMBER: TC013814 ETS 8503.  
 TI TITLE: Performance Management Simulation.  
 AU AUTHOR: Hersey-Paul; Natemeyer-Walter-E.  
 YR YEAR: 83.  
 AV AVAILABILITY: University Associates; 8517 Production Avenue, P.O.  
 Box 26240; San Diego, CA 92126.  
 TG TARGET AUDIENCE: Adults.  
 AB ABSTRACT: The Performance Management Simulation is an

individual/group decision-making exercise. Individuals are given a management problem, a brief biographical sketch of the employees involved and are to do the first part of the exercise; the second part is done in a group decision-making process. Guidelines are given for the group to use in the decision making process.

AN ACCESSION NUMBER: TC013427 ETS 8502.  
 TI TITLE: Mosby Assess Test.  
 DT SUBTESTS: Nursing Behavior; Cognitive Level; Locus of Decision-Making; Clinical Area.  
 AU INSTITUTIONAL AUTHOR: C.V. Mosby Company St. Louis, MO.  
 YR YEAR: 84.  
 AV AVAILABILITY: C.V. Mosby Company; 11830 Westline Industrial Dr., St. Louis, MO 63146.  
 GL GRADE LEVEL: Higher Education.  
 NT NOTES:  
 TIME: 480.  
 ITEMS: 480.  
 AB ABSTRACT: A practice exam taken prior to testing for licensure as a registered nurse. Purchased by schools with nursing programs and administered by them. A secure version is available for group testing. Measures student nurses' knowledge, strengths and weaknesses. Scoring reports the rationale behind students' answers. Clinical areas covered are: medical, surgical, obstetrical, psychiatric and pediatric nursing.

AN ACCESSION NUMBER: TC013420 ETS 8502.  
 TI TITLE: Harvard Learning Ability Profile.  
 AU INSTITUTIONAL AUTHOR: Harvard Personnel Testing, Oradell, NJ.  
 YR YEAR: 84.  
 AV AVAILABILITY: Harvard Personnel Testing; Box 319; Oradell, NJ 07649.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 TIME: 90.  
 AB ABSTRACT: Designed to measure the ability to learn a job. Measures ability to learn, flexibility, frustration level, problem solving ability, decisiveness. rms provided by race, sex, age and education. Said to be compatible with EEO requirements. Hand scored by administrator. Said to be useful with any position.

AN ACCESSION NUMBER: TC013259 ETS 8502.  
 TI TITLE: Decision-Making Procedures.  
 AU INSTITUTIONAL AUTHOR: Northwest Regional Educational Lab., Portland, Oreg.  
 YR YEAR: 79.  
 AV AVAILABILITY: ERIC Document Reproduction Service; 3900 Wheeler Ave., Alexandria, VA 22304-5110 (ED 181 085; 31 pages).  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 ITEMS: 8.  
 AB ABSTRACT: This instrument is one used by the New England Teacher Corps Network to gather information for writing proposals, restructuring meetings, obtaining feedback, setting directions, and

analyzing the Network's functioning. These instruments can be used by other linking organizations. This instrument asks about the method of decision making used by the group and how often it is used.

AN ACCESSION NUMBER: TC013245 ETS 8502.  
 TI TITLE: Chance Bets Instrument.  
 DT SUBTESTS: Maximizatyion of Gain; Minimization of Loss; Long Shot; Minimization of Deviation from 1/2; Maximation of Variance.  
 AU AUTHOR: Kogan-Nathan; Wallach-Michael-A.  
 YR YEAR: 64.  
 AV AVAILABILITY: Kogan, Nathan; Wallach, Michael A. Risk Taking: A Study In Cognition and Perscnality. New York: Holt, Rinehart and Winston, 1964.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 ITEMS: 66.  
 AB ABSTRACT: Designed to assess strategy and decision making skills. Subjects were asked to choose between pairs of dice bets which varied in terms of probabilities of winning and losing, and amounts of money to be won or lost.

AN ACCESSION NUMBER: TC012514 ETS 8502.  
 TI TITLE: Decision Making Inventory.  
 DT SUBTESTS: Systematic; Spontaneous; Internal; External.  
 AU AUTHOR: Johnson-Richard; And Others.  
 YR YEAR: 78.  
 AV AVAILABILITY: Marathon Consulting and Press; P.O. Box 09189; Columbus, OH 43209-0189.  
 GL GRADE LEVEL: Higher Education.  
 NT NOTES:  
 TIME: 10; approx.  
 ITEMS: 20.  
 AB ABSTRACT: A self-administered and self-scored inventory used to assess an individual's preferred style of decision making. Developed with college students but in formal testing shows it can work with students in junior high school and with adults. Designed as an aid to help people understand their own characteristics as decision makers. Based on author's theory that people gather information in either a systematic or spontaneous manner and analyze the information either internally or externally. Of the 20 items, 12 are scored (3 per subscale) with the highest score in the information gathering subscale paired with the highest score in the information analyzing subscore to determine the preferred decision making style.

AN ACCESSION NUMBER: TC012410 ETS 8502.  
 TI TITLE: Management Development Inventory.  
 DT SUBTESTS: Goal Setting/Planning/Decision Making; Organizing/  
 Administering; Interaction/Influence/Communication; Motivation/  
 Control.  
 AU AUTHOR: Daniels-Philip-B; And Others.  
 YR YEAR: 81.  
 AV AVAILABILITY: Behavioral Science Resources, Inc.; P.O. Box 411;  
 Provo, UT 84603.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 ITEMS: 62.  
 AB ABSTRACT: A survey instrument for use in management development.  
 Manager is evaluated by supervisor, peers, subordinates and self.  
 Inventory may be manually tabulated or publisher will produce a  
 computerized profile printout.

AN ACCESSION NUMBER: TC012312 ETS 8502.  
 TI TITLE: Keegan Type Indicator.  
 DT SUBTESTS: Extraversion Introversion; Sensation Intuition;  
 Thinking Feeling.  
 AU AUTHOR: Keegan-Warren-J.  
 YR YEAR: 79.  
 AV AVAILABILITY: Development Publications; 5605 Lamar Road, Bethesda,  
 MD 20816.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 ITEMS: 44.  
 AB ABSTRACT: Considered a tool for expanding self knowledge. Based on  
 C. G. Jung's theory of psychological types and suggests that  
 processes of perception, judgment and orientation cut across  
 personality variables. Designed to help individuals discover how  
 they reality and how they arrive at judgments or decisions.  
 Also indicates whether individuals are primarily introverted or  
 extraverted, whether they are judging or perceptive people. Insight  
 into one's character and perception of reality can enable  
 individuals to use their talents more effectively and to relate more  
 constructively to others. Has applications to effectiveness of  
 organization life.

AN ACCESSION NUMBER: TC012156 ETS 8502.  
 TI TITLE: PSB Aptitude for Practical Nursing Examination.  
 DT SUBTESTS: General Mental Ability; Spelling; Information in the  
 Natural Sciences; Judgement in Practical Nursing Situations;  
 Personal Adjustment Index.  
 AU INSTITUTIONAL AUTHOR: Psychological Services Bureau, St. Thomas Pa.  
 YR YEAR: 80.  
 AV AVAILABILITY: Psychological Services Bureau; P.O. Box 4; St.  
 Thomas, PA 17252.

TO TARGET AUDIENCE: AGE 16-17, Adults.

NT NOTES:

TIME: 180.

ITEMS: 450.

AB ABSTRACT: A battery of five tests for use by schools of practical nursing in admissions, placement and guidance procedures. Measures abilities, skills, knowledge and attitudes important for successful performance of students in educational programs that prepare practical nurses. Measures learning ability, spelling, knowledge of life science, physics, chemistry, earth science, health and safety, decision making related to nursing and personal qualities indicative of adjustment.

AN ACCESSION NUMBER: TC011974 ETS 8502.

TI TITLE: Medical Ethics Inventory.

AU AUTHOR: Stolman-Cynthia.

YR YEAR: 81.

AV AVAILABILITY: Cynthia Stolman; 43 Lee Terrace, Short Hills, NJ 07018.

GL GRADE LEVEL: Higher Education.

NT NOTES:

ITEMS: 72.

AB ABSTRACT: Designed to measure the preferences of medical students for six value categories: aesthetic, political, economic, religious, social and theoretical in medical decision-making. Twelve patient case studies are present. Respondent rates the importance of each of six factors that would influence a medical decision. Each factor represents one value category.

AN ACCESSION NUMBER: TC011926 ETS 8502.

TI TITLE: Basic Living Skills Scale.

DT SUBTESTS: Self Concept; Interpersonal Relations; Responsibility; Decision Making; Study Skills; Citizenship; Career Planning.

AU AUTHOR: Percival-Bob.

YR YEAR: 80.

AV AVAILABILITY: Dallas Educational Services; P.O. Box 831254, Richardson, TX 75083-1254.

GL GRADE LEVEL: 3; 4; 5; 6.

NT NOTES:

TIME: 20; approx.

ITEMS: 50.

AB ABSTRACT: Developed to determine the skills level of seven necessary behavior areas in everyday living. Designed as a criterion-referenced measure to determine the level of skills needed for productive living.



AN ACCESSION NUMBER: TC011736 ETS 8502.  
 TI TITLE: Problem-Solving Decision-Making Style Inventory.  
 AU AUTHOR: Hersey-Paul; Nateneyer-Walter-E.  
 YR YEAR: 82.  
 AV AVAILABILITY: University Associates; 8517 Production  
 Avenue, San Diego, CA 92121-2280.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 ITEMS: 12.  
 AB ABSTRACT: Two forms, each consisting of 12 items, which provide  
 feedback on one's perceptions of problem solving and decision making  
 styles. Perception of Self measures one's self perceptions;  
 Perception of Other measures perception of others with whom one  
 interacts.

AN ACCESSION NUMBER: TC011501 ETS 8502.  
 TI TITLE: Decision-Making Organizer.  
 AU AUTHOR: Miller-Tiedeman-Anna.  
 YR YEAR: 79.  
 AV AVAILABILITY: Scholastic Testing Service; 480 Meyer Road,  
 Bensenville, IL 60106.  
 GL GRADE LEVEL: 9; 10; 11; 12.  
 NT NOTES:  
 TIME: 10; approx.  
 ITEMS: 36.  
 ABSTRACT: Self monitoring guide to the decision-making processes  
 encountered during high school. Individuals determine the state of  
 their decision making in five areas: self understanding, education,  
 work, personal time economics, and barriers to decision making. May  
 be self administered, group administered, or interviewer  
 administered.

AN ACCESSION NUMBER: TC011500 ETS 8502.  
 TI TITLE: Decision-Making Organizer: The College Years.  
 AU AUTHOR: Elenz-Martin-Patricia; Miller-Tiedeman-Anna.  
 YR YEAR: 79.  
 AV AVAILABILITY: Scholastic Testing Service; 480 Meyer Road,  
 Bensenville, IL 60106.  
 GL GRADE LEVEL: Higher Education.  
 NT NOTES:  
 TIME: 10; approx.  
 ITEMS: 56.  
 AB ABSTRACT: Self monitoring guide to decision making processes  
 encountered during college years. Individuals determine the state  
 of their decision making in six areas: self understanding,  
 education, work, barriers to decision making, time use and designing  
 one's occupation. Instrument can be self administered, group  
 administered, or interviewer administered.

AN ACCESSION NUMBER: TC011342 ETS 8502.  
 TI TITLE: Personal Reaction Index. Revised Edition.  
 AU AUTHOR: Hall-Jay.  
 YR YEAR: 80.  
 AV AVAILABILITY: Teleometrics Intl.; 1755 Woodstead Court,  
 The Woodlands, TX 77380.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 ITEMS: 6.  
 AB ABSTRACT: Designed to give managerial level employees feedback in  
 the form of subordinate assessments regarding the decision structure  
 which governs their work, i.e., the amount of influence subordinates  
 feel they have in making work-related decisions and their consequent  
 satisfaction with and commitment to those decisions.

AN ACCESSION NUMBER: TC010352 ETS 8502.  
 TI TITLE: Management Profiling: As Others See You.  
 DT SUBTESTS: Goals; Communication; Decision Making; Motivation;  
 Influence-Interaction; Control; Leadership.  
 AU AUTHOR: Daniels-Philip-B; And Others.  
 YR YEAR: 75.  
 AV AVAILABILITY: Behavioral Science Resources; P.O. Box 411; Provo, UT  
 84601.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 ITEMS: 43.  
 AB ABSTRACT: Designed to provide feedback from subordinates to  
 management and supervisory personnel. Employee describes manager's  
 behavior as it is and how he/she would like it to be. Additional  
 questionnaires permit managers to record self perceptions, receive  
 feedback from a superior, peer or colleague. Four systems of  
 management are described: passive authoritative, benevolent  
 authoritative, consultative, participative.

AN ACCESSION NUMBER: TC010344 ETS 8502.  
 TI TITLE: Family Decision-Making Attitude Scale.  
 AU AUTHOR: Stanley-Sheila-F.  
 YR YEAR: 78.  
 AV AVAILABILITY: Sheila F. Stanley, Director; Contoocook Valley Mental  
 Health Center, Box 117; Henniker, NH 03242.  
 TG TARGET AUDIENCE: AGE 13-17, Adults.  
 NT NOTES:  
 ITEMS: 12.  
 AB ABSTRACT: Designed to measure attitudes of parents and adolescent  
 children concerning how rules and decisions over conflicts should be  
 made in families.

AN ACCESSION NUMBER: TC010277 ETS 8502.  
 TI TITLE: Career Decision Making Questionnaire.  
 AU AUTHOR: Egner-J-R; Jackson-Dorothy-J.  
 YR YEAR: 76.  
 AV AVAILABILITY: Tests in Microfiche; Test Collection, Educational Testing Service, Princeton, NJ 08541.  
 GL GRADE LEVEL: 11.  
 AB ABSTRACT: Two forms of a pretest and one posttest designed to assess the effectiveness of a program to improve the decision making skills of eleventh graders. The test measures career maturity and decision making ability.

AN ACCESSION NUMBER: TC009888 ETS 8502.  
 TI TITLE: Choice Dilemmas Procedure.  
 AU AUTHOR: Kogan-Nathan; Wallach-Michael-A.  
 YR YEAR: 64.  
 AV AVAILABILITY: Kogan, Nathan; Wallace, Michael A. Risk Taking: A Study in Cognition & Personality. New York: Holt, Rinehart and Winston, 1964.  
 GL GRADE LEVEL: Higher Education.  
 NT NOTES:  
 ITEMS: 12.  
 AB ABSTRACT: Several situations are presented in which respondent must choose between a risky and safe course of action. Subject is asked how he/she would advise someone to act in each situation. The selection of the probability level for the risky alternative's success that would make it sufficiently attractive to be chosen thus reflects the deterrence of failure for subject in a particular decision area.

AN ACCESSION NUMBER: TC009802 ETS 8502.  
 TI TITLE: Certified Professional Secretary Examination.  
 DT SUBTESTS: Behavioral Science in Business; Business Law; Economics and Management; Accounting; Secretarial Skills and Decision Making; Office Procedures and Administration.  
 AU INSTITUTIONAL AUTHOR: National Secretaries Association (International), Kansas City, MO.  
 YR YEAR: 65.  
 AV AVAILABILITY: Institute for Certifying Secretaries; Professional Secretaries Association, 301 East Armour Boulevard, Kansas City, MO 64111-1299.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES: The test is restricted.  
 TIME: 630; approx.  
 ITEMS: 580.  
 AB ABSTRACT: Two-day six-part examination. All parts are machine scored except for Part V, Secretarial Skills and Decision Making. For Part II, Section II (Regulatory Legislation) there are Canadian, Jamaican, and United States versions of the subset.

AN ACCESSION NUMBER: TC007981 ETS 8502.  
 TI TITLE: Employee Aptitude Survey: Prueba 7--Razonamiento Verbal  
 (Forma A Rev.).  
 AU AUTHOR: Grimsley-G; And Others.  
 YR YEAR: 69.  
 AV AVAILABILITY: Psychological Services, Inc.; 100 W. Broadway, Suite 1100,  
 Glendale, CA 91210.  
 TG TARGET AUDIENCE: AGE 17, Adults.  
 NT NOTES:  
 TIME: 5.  
 ITEMS: 30.  
 AB ABSTRACT: Designed to measure the ability to analyze verbally  
 stated facts and to make valid judgments on the basis of the logical  
 implications of such facts; and thus, the ability to analyze  
 available information in order to make practical decisions. An  
 important feature of the test is the measurement of the ability to  
 determine whether the available facts provide sufficient information  
 to draw a definite conclusion. The authors recommend this ability  
 for executive, administrative, supervisory, scientific, accounting,  
 and technical maintenance personnel. Scoring is the number of right  
 answers minus 1/2 the wrong answers. Comes in both English and  
 Spanish.

AN ACCESSION NUMBER: TC007742 ETS 8502.  
 TI TITLE: Ferriera-Winter Questionnaire for Unrevealed Differences.  
 DT SUBTESTS: Spontaneous Agreement; Decision Time; Choice  
 Fulfillment.  
 AU AUTHOR: Winter-William-D; Ferriera-Antonio-T.  
 AV AVAILABILITY: Tests in Microfiche; Test Collection, Educational  
 Testing Service, Princeton, NJ 08541.  
 TG TARGET AUDIENCE: AGE 9-17, Adults.  
 NT NOTES:  
 ITEMS: 17.  
 AB ABSTRACT: Designed for use in studies of decision-making in normal  
 and abnormal families. Abnormal families are defined as those in  
 which a family member has emotional or criminal problems and who  
 might have had psychotherapy within five years. It contains 17  
 situations with ten alternatives. The family must pick three  
 alternatives they like the least, and the three they like the most.  
 First, all family members complete questionnaire separately, then as  
 a family unit.

AN ACCESSION NUMBER: TC00767B ETS 8502.  
 TI TITLE: Awareness of Consequences Scale.  
 AU AUTHOR: Schwartz-Shalom-H.  
 YR YEAR: 68.  
 AV AVAILABILITY: Tests in Microfiche; Test Collection, Educational  
 Testing Service, Princeton, NJ 08541.  
 TG TARGET AUDIENCE: Adults.

## NT NOTES:

ITEMS: 6.

AB ABSTRACT: Projective story-completion questionnaire is designed to investigate the awareness of the potential consequences of one's acts on the welfare of others during the decision-making process. Subject is presented with six incidents in which the central character is faced with a decision. Responses are coded on a five-point scale for the extent to which the actor is aware of the potential consequences of his behavior on the welfare of others regardless of actual decisions reached and consequences mentioned for himself.

AN ACCESSION NUMBER: TC005745 ETS 8502.

TI TITLE: Inventory of Roles and Values of Students, Faculty, and Administration in College and University Decision-Making.

DT SUBTESTS: Part I Role of Decision Maker for Areas and Issues calling for Policy and Decision Making; Part II Value Orientations Supportive of Perceived Roles.

AU AUTHOR: Troyer-Maurice-E.

YR YEAR: 67.

AV AVAILABILITY: Tests in Microfiche; Test Collection, Educational Testing Service, Princeton, NJ 08541.

GL GRADE LEVEL: Higher Education.

## NT NOTES:

ITEMS: 72.

AB ABSTRACT: Part I of the inventory is designed to measure attitudes toward the roles of college students, faculty, and administration in decision making about the university's program, the library, the faculty and administration, control and regulation of dormitories and campus conduct, financial matters, campus development and use of facilities, student organizations and activities, and public relations. Part II is designed to quantify and rank the values used as a basis for the roles expressed in Part I.

AN ACCESSION NUMBER: TC002937 ETS 8502.

TI TITLE: Leadership Ability Evaluation.

AU AUTHOR: Cassel-Russell-N; Stancik-Edward-J.

YR YEAR: 61.

AV AVAILABILITY: Western Psychological Services; 12031 Wilshire Blvd., Los Angeles, CA 90025.

TG TARGET AUDIENCE: AGE 14-17, Adults.

## NT NOTES:

TIME: 15; approx.

ITEMS: 50.

AB ABSTRACT: Designed to measure leadership abilities, behavior, and style. Identifies decision making patterns as autocratic-aggressive, autocratic-submissive, democratic-cooperative, laissez-faire.

AN ACCESSION NUMBER: TC002096 ETS 8502.  
 TI TITLE: Employee Aptitude Survey: Test 7--Verbal Reasoning (Revised).  
 AU AUTHOR: Grimsley-G; And Others.  
 YR YEAR: 57.  
 AV AVAILABILITY: Psychological Services, Inc.; 100 W. Broadway, Suite 1100,  
 Glendale, CA 91210.  
 TG TARGET AUDIENCE: AGE 17, Adults.  
 NT NOTES:  
 TIME: 5.  
 ITEMS: 30.  
 AB ABSTRACT: Designed to measure the ability to analyze verbally  
 stated facts and to make valid judgments on the basis of the logical  
 implications of such facts; and thus, the ability to analyze  
 available information in order to make practical decisions. An  
 important feature of this test is the measurement of the ability to  
 determine whether the available facts provide sufficient information  
 to draw a definite conclusion. The authors recommend this ability  
 for executive, administrative, supervisory, scientific, accounting,  
 and technical maintenance personnel. Scoring is the number of right  
 answers minus 1/2 the wrong answers. Comes in two English Forms (A  
 and B) and in Spanish.

AN ACCESSION NUMBER: TC002065 ETS 8502.  
 TI TITLE: Whisler Strategy Test.  
 DT SUBTESTS: General Information; Drawings and Sketches; Checking  
 and Proofreading; Specialized Information; Paths.  
 AU AUTHOR: Whisler-Laurence.  
 YR YEAR: 59.  
 AV AVAILABILITY: Psychometric Affiliates; Box 807, Murfreesboro,  
 TN 37133.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 TIME: 25.  
 ITEMS: 126.  
 AB ABSTRACT: Designed to measure intelligent action in a business  
 setting. Used to identify individuals as "risk-avoiders" or  
 "plungers". Strategic ability is measured. Subject must  
 demonstrate his effectiveness in drawing on his abilities and  
 knowledge to demonstrate general competence.

AN ACCESSION NUMBER: TC001752 ETS 8502.  
 TI TITLE: Decision-Style Inventory.  
 AU AUTHOR: Roskin-Rick.  
 YR YEAR: 75.  
 AV AVAILABILITY: University Associates; 8517 Production Ave., P.O. Box  
 26240; San Diego, CA 92121-2280.  
 TG TARGET AUDIENCE: Adults.  
 NT NOTES:  
 ITEMS: 10.

AB ABSTRACT: Developed to increase manager's awareness of importance of flexibility in decision style. Decision making focuses on quality, as in mathematical models, or acceptance, as in behavioral models. This instrument is used to illustrate that focus of decision should be influenced by the nature of the problem. It is included in the 1975 Annual Handbook for Group Facilitators.

## ETS TEST COLLECTION VIA INTERNET

The ERIC Clearinghouse on Assessment and Evaluation has mounted on its gopher site a database to help locate tests. This database can be used by accessing the gopher at the address: GOPHER.CUA.EDU. The ERIC/ETS Test Collection is located under: Special Resources/ ERIC Clearinghouse on Assessment and Evaluation/ Test Locator/.

To search the database, enter keywords from the title or descriptors. For example, if you would like to search for tests on oral language proficiency, you could type in all three words, or oral and proficiency. You may get slightly different results, but you will have information on a lot of tests to look at. If you know the title of the test, the best way to search is to use the main words in the title, not necessarily all of the words in the title. If you are looking for the Wechsler Intelligence Scale for Children-Revised, the most efficient way to search is with the words Wechsler, intelligence, and children.

### INTRODUCTION TO THE ETS TEST COLLECTION

The Educational Testing Service (ETS) Test Collection database contains records on over 9,500 tests and research instruments. These records describe the instruments and provide availability information. The Test Collection encompasses virtually all fields from vocational interest inventories for adults to instruments that measure shyness or predict recidivism in released criminal offenders, to assessment of managerial style, as well as education-related achievement and aptitude tests. The test descriptions are indexed with ERIC Thesaurus terms for subject accessibility.

This is a joint project of ETS and ERIC AE. ETS Library and Reference Services Division prepares the descriptions. ERIC AE maintains the database and hosts the Search System. ERIC AE has also begun to put ETS prepared test descriptions into the ERIC Resources in Education database. About 15 descriptions are added each month.

### COPYRIGHT

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You may download individual and small groups of test descriptions and you may point to this service from any Gopher Site.

### WHAT KIND OF TEST ARE DESCRIBED?

The Test Collection database collects a variety of instruments: achievement tests, aptitude tests, personality measures, attitude measures, career/vocational interest measures, occupational tests such as nursing or sales skills inventories. Many research instruments are collected as well as tests from commercial publishers.

### WHAT INFORMATION IS AVAILABLE ABOUT THE TESTS?

The title, author, publication date and source appear in the record. An abstract describing the instrument, intended population, and uses accompanies the record. Subject terms give the age and grade level information as well as ERIC Thesaurus terms that describe the test.



DOES THE TEST COLLECTION DATABASE REVIEW THE TESTS?

No, other reference guides such as Mental Measurements Yearbooks, Tests: A Comprehensive Reference for Assessments in Psychology, Education, and Business, and Test Critiques distributed by Pro-Ed fill that role. You can search the tables of contents for the MMY and Test Critiques through the ERIC\_AE Gopher Site.

ARE ALL THE TESTS IN THE DATABASE CURRENTLY IN PRINT?

No, some of the items are out of print. We suggest contacting the publisher for permission to use out-of-print materials. Phone numbers can be located using another menu option on the ERIC\_AE Gopher Site.

WHERE CAN I SEE THE ACTUAL TEST INSTRUMENTS?

Availability information is provided in the records. Many colleges and universities have test collections in their libraries. Talk to you local librarian for more information.

WHAT IS TESTS IN MICROFICHE?

Tests in Microfiche is a subcollection of unpublished research instruments that are available for purchase in microfiche from the ETS Test Collection. The collection includes instruments appropriate for diverse populations (infants, learning disabled, adults, etc.) Each set spans a wide range of topics such as job satisfaction and attitudes towards school. More than 800 tests are available.

DOES THE TEST COLLECTION PROVIDE REFERENCE SERVICES?

No, the descriptive information in the database should help answer most questions people may have. And the publisher of the particular test is the most competent source of information. You can, however, route general inquiries to ERIC\_AE@CUA.EDU.

Ask AE@cua.edu  
ERIC Clearinghouse on  
Assessment and Evaluation  
Catholic University of America  
Washington, DC 20064

800 464-3742 (800 Go4-ERIC)  
202 319-5120  
FAX: 202 319-6692