

Thomas-Killmann Test: Evaluation

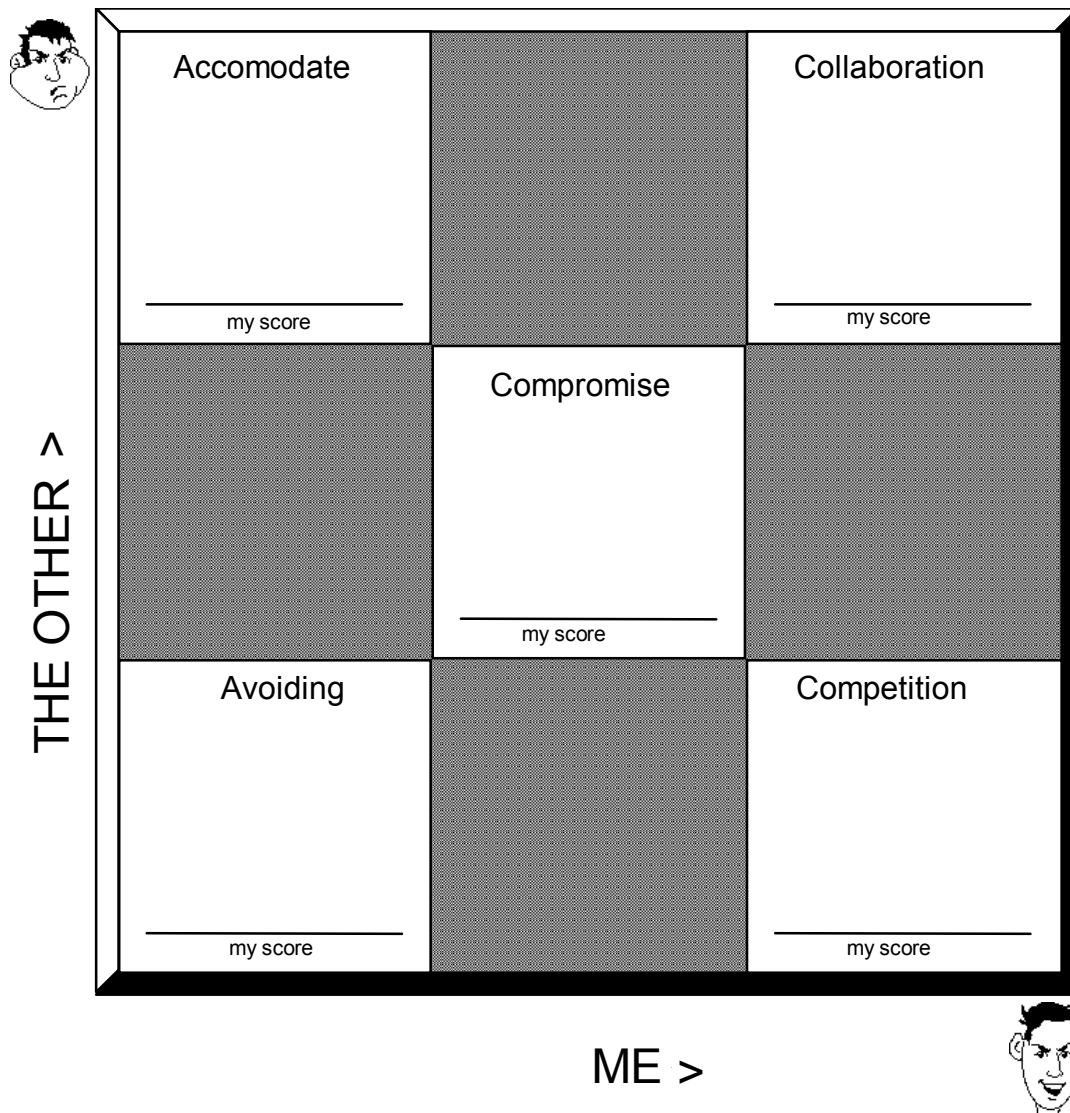
Please circle the replies that you gave. Then total up the replies you gave in each column.

Then copy these totals onto the graph on the next page.

The maximum number of points for a column is 12, the total number of points is 30 (for control)

	Compe- tition	Collabo- ration	Compro- mise	Avoiding	Accomo- date
1				A	B
2		B	A		
3	A				B
4			A		B
5		A		B	
6	B			A	
7			B	A	
8	A	B			
9	B			A	
10	A		B		
11		A			B
12			B	A	
13	B		A		
14	B	A			
15				B	A
16	B				A
17	A			B	
18			B		A
19		A		B	
20		A	B		
21		B			A
22	B		A		
23		A		B	
24			B		A
25	A				B
26		B	A		
27				A	B
28	A	B			
29			A	B	
30		B			A
Total					

Thomas-Killmann Test: Interpretation



The number of points in the different fields indicate the strategy(ies) that you use most frequently in conflict situations (including negotiation).

- 0 – 1: Strategy that you nearly always avoid
- 2 – 3: Strategy sometimes used
- 4 – 8: Average strategy
- 9 – 10: Strategy used often
- 11 – 12: Strategy used almost systematically