Sigil Social Foundation Meta Programs
And Values Elicitation Questionnaire

Interviewer:	
Interviewee:	
Date:	

MB1. When it's time to recharge your batteries, do you prefer to be alone or with people? — Introvert ☐ / Extrovert ☐

MB2. If you were going to study a certain subject, would you be more interested solely in the facts and their application for the now, or would you be more interested in the ideas and the relationships between the facts and their application to the future? — Sensor ☐ / Intuitor ☐

MB3. Can you remember a work situation that gave you trouble, a single one-time event? When you make a decision, do you rely more impersonal reason and logic, or more on personal values? — Thinker ☐ / Feeler ☐

MB4. Do you have a daytimer or palm pilot type calendar? Do you use it regularly? Do you enjoy it?
Or - Why did you buy your last car? — Judger ☐ / Perceiver ☐

1. Direction Sort: What do you want in a job? — Toward ☐
Or: What do you want in a relationship? — T/A ☐
Or: What do you want in a car? — Both ☐
Or: What do you want to do with your life? — A/T ☐
Or: For you, what is important about what you do? — Away ☐

2. Reason Sort: Why are you choosing to do what you're doing? — Possibility ☐ / Necessity ☐

3. Frame of Reference: How do you know when you've done a good job? — Internal ☐ / External ☐
(Do you just know it inside, or does someone have to tell you?) — I/ECheck ☐ / E/ICheck ☐

4. Convincer (Representational): How do you know that a co-worker is good at their job? — See ☐ / Hear ☐ / Do ☐ / Read ☐

5. Convincer (Demonstration): How often does a co-worker have to demonstrate competence to you before you're convinced? — Automatic ☐ / ___ Times ☐ / ___ M H D W M Y ☐ / Constant ☐

6. Management Direction Filter: — Self & Others ☐
a) Do you know what you need to do to increase your chance for success on a job? — Self Only ☐
b) Do you know a good way for someone else to increase their chances? — Others Only ☐
c) Do you find it easy to tell them, or not so easy? — Self but not Others ☐

7. Action Level Sort: — Active ☐
When you come into a situation, do you usually act quickly after sizing it up, — Refelctive ☐
or do you prefer to do a detailed study of all the consequences and then act? — Both ☐

8, 9. Tell me about a work situation
in which you were the happiest
(a specific one-time event)

Affiliation Filter — Independent ☐ / Management ☐ / Team ☐

Work Preference Filter — Things ☐ / People ☐ / Systems ☐

10. Primary Interest Filter: Tell me about your favorite restaurant. Why is it your favorite? — People ☐ / Places ☐ / Things ☐ / Activity ☐ / Info ☐

11. Chunk Size — Global > Specific ☐
If we were doing a project together, would you want to know — Specific > Global ☐
all the details first or the big picture first? — Global ☐
Would you really need to know the (ask opposite - big picture / details) — Specific ☐

12. Relationship Sort: (Use the boxes or one of the questions below)

What's the relationship between what you're doing
this year, and what you were doing last year?
-or- When you come into a new situation, do you
usually notice the similarities or differences first?
To check ask: On average, how long have you stayed at
a job? -or- What is the relationship between the boxes?

Sameness ☐
Sameness w/ Ex. ☐
Equally ☐
Differences w/ Ex. ☐
Differences ☐

13. Emotional Stress Response: Tell me about a work situation that gave you trouble.

Dissociated ☐
Associated ☐
Choice ☐

14. Time Storage: What I'd like you to do is, stop, and relax, and recall a memory from the past/future.

Now, please point to where in space that memory came from.

In Time ☐
Through Time ☐

15. Modal Operator Sequence: How did you get up this morning? What did you say to yourself?

_____

Words Used

16. Attentive Direction: (No question; just observe)

Self ☐
Others ☐
Both ☐

17. Information Processing Style: When you need to think through a problem, is it absolutely necessary to

Talk about it with someone else or think about it yourself only?

Internal ☐
External ☐

18. Listening Style: If someone you know said, "I'm thirsty," would you find the comment

interesting, or be compelled to do something about it?

Literal ☐
Inferential ☐

19. Speaking Style: If you felt someone around you wasn't performing as well as they should, would you

come to the point and tell them, or hint at it and give them clues?

Literal ☐
Inferential ☐

Also ask for Decision Strategy:

_____

You seem to enjoy your job. How did you know it was right for you?

_____

Power Dynamics™ Personal: If you are in a relationship, who do you really prefer makes the big decisions?

Effector ☐
Leader ☐

Power Dynamics™ Business: When working, do you act or make decisions easily or

do you like when your boss does it?

Effector ☐
Leader ☐

VALUES (Listen for values. If desired, elicit their hierarchy)

Elicitation: In the context of business/relationships/etc, what's important to you?

Values as Elicited	Values in Order