

Appendix 3.7

INTERPERSONAL TRUST SCALE OF K.J. CHRISTOPHER

Please follow the following instructions carefully.

You are given 25 items. Please think hard on each of the statements and frankly indicate your opinion by a tick-mark (_/) alongside the statements in the space provided for the same. If the statement, according to you, is true, please tick-mark (_/) alongside that statement. If it is false, according to you, please tick-mark (_/) alongside that statement. You have to indicate your opinion by a tick-mark only (and not by a 'cross') even if the statement, according to you, is false. Your frank and thoughtful 'ticks' will be greatly useful to us in our academic work.

	<u>True</u>	<u>False</u>
1. Im important matters I never rely on others	_____	_____
2. One should never share secrets with others as it makes matters worse for him	_____	_____
3. Individuals should not hesitate to present genuine complaints to bosses....	_____	_____
4. People do not confide in me but I could not be careless because it is upto them to confide in me or not.....	_____	_____
5. For people in an organisation to be creative, permissiveness is essential..	_____	_____
6. Listening to others with genuine interest encourages others to express themselves more freely.....	_____	_____

	<u>True</u>	<u>False</u>
7. Much of our tension and anxiety is reduced if we trust our fellow workers...	_____	_____
8. It is impossible to get accurate information from subordinates.....	_____	_____
9. When changes are to be introduced, persons who will be affected by the change, should be consulted.....	_____	_____
10. A good manager must make all the decisions himself.....	_____	_____
11. To have good relations, one should conceal one's dislikes or disagreements with fellow workers.....	_____	_____
12. Sometimes the best advice comes from the least of one's subordinates.....	_____	_____
13. The moment you begin to treat the workers in a friendly way, they begin to take advantage of it.....	_____	_____
14. "Treat others as you would like to be treated by others" may be a good maxim but in management, it never really works.....	_____	_____
15. Discussion of personal matters should be kept out of one's professional relationships.....	_____	_____
16. Most people like taking responsibility.....	_____	_____
17. One's job is best done by oneself.....	_____	_____
18. A co-operative decision leads to better implementation.....	_____	_____
19. It is the superior's duty to see that the whole group is doing what he thinks is best.....	_____	_____
20. In the practical world, most people cannot really be trusted.....	_____	_____
21. If you do not watch out, people will invariably take advantage of you.....	_____	_____
22. I hesitate to give responsibility to others even if they are willing to take it, because it is difficult to trust them.....	_____	_____

	<u>True</u>	<u>False</u>
23. Human nature is fundamentally co-operative.....	_____	_____
24. Unless there is constant and vigilant supervision, workers will avoid work..	_____	_____
25. Personal conveniences should not be allowed to interfere with one's job on hand.....	_____	_____

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