



The Six Institutional Cultures: Score Key

Directions

This marking key will allow you to identify the specific cultures that you responded to in the Institutional Cultures Inventory. To sort out the randomly arranged items so that you can determine a pattern to your responses, follow these directions.

Circle all of the item numbers that you selected when you took the inventory. Add the circled items in each column to determine the raw score for each culture. The highest number demonstrates your perception of the institutional culture that most people would agree has the strongest ranking. The lowest number demonstrates your perception of the weakest culture.

Professional

1
9
18
22
25
32
39
45
52
59
61
69

Total: _____

Managerial

- 5
- 8
- 13
- 23
- 27
- 36
- 40
- 43
- 53
- 57
- 63
- 68

Total: _____

Alternative

- 4
- 10
- 14
- 21
- 26
- 34
- 37
- 44
- 54
- 55
- 65
- 72

Total: _____

Advocacy

2

7

16

20

29

31

42

46

51

56

66

67

Total: _____

Virtual

6

11

17

24

30

33

41

48

50

58

64

70

Total: _____

Tangible

- 3
- 12
- 15
- 19
- 28
- 35
- 38
- 47
- 49
- 60
- 62
- 71

Total: _____

Comparison Between Cultures:

Culture	Total Score	Rank Order
Professional		
Managerial		
Alternative		
Advocacy		
Virtual		
Tangible		