



Sample Report
01/01/2026

EXPERT

DERAILERS REPORT

FIFTEEN FACTOR QUESTIONNAIRE PLUS





REPORT STRUCTURE

This report presents Sample Report's Personality Derailers profile in the following sections:

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- Suspicious – Mistrustful
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- Undisciplined – Nonconformist
- Detached – Disengaged
- Rigid – Perfectionistic
- Confrontational – Challenging
- Manipulative – Machiavellian
- Avoidant – Passive
- Arrogant – Self-centred
- Moody – Sullen

DISCLAIMER

This is a strictly confidential assessment report on Sample Report. The information contained in this report should only be disclosed on a 'need to know basis' with the prior understanding of Sample Report.

The derailer profile arises from a self-report questionnaire and must be interpreted in the light of corroborating evidence gained from feedback and in the context of the role in question taking into account available data such as performance appraisals, actual experience, motivation, interests, values, abilities and skills. As such the authors and distributors cannot accept responsibility for decisions made based on the information contained in this report and cannot be held directly or indirectly liable for the consequences of those decisions.



GUIDE TO USING THIS REPORT

INTRODUCTION

Risk is an inevitable by-product of almost any activity. This holds true to the risk factors associated with hiring decisions, which are no more so evident than when hiring managers or leaders. While it is often not possible for organizations to eliminate their exposure to such risks entirely, organisations can work to understand the risks and manage their exposure more effectively by investigating individuals' tendencies towards counterproductive behaviour. Personality derailers help identify such challenging behaviours.

The derailers report describes respondents' Fifteen Factor Questionnaire Plus (15FQ+) assessment results in terms of a series of dysfunctional behaviours that can present challenges for organisations in a variety of work settings. The dysfunctional behaviours assessed in this report have been developed from the American Psychiatric Association's and the World Health Organisation's systems for classifying personality disorders and from the seminal work of Theodore Millon on dysfunctional personality types. Despite the origin of these behaviours it should be noted, however, that the report does not assess clinical problems, but rather personality types that can be problematic in work settings.

| | | | |
|----------|--------------------------------------|-----------|--------------------------------------|
| 1 | Eccentric – Absent-minded | 7 | Rigid – Perfectionistic |
| 2 | Appeasing – Acquiescent | 8 | Confrontational – Challenging |
| 3 | Suspicious – Mistrustful | 9 | Manipulative – Machiavellian |
| 4 | Volatile – Explosive | 10 | Avoidant – Passive |
| 5 | Undisciplined – Nonconformist | 11 | Arrogant – Self-centred |
| 6 | Detached – Disengaged | 12 | Moody – Sullen |

While extreme personality profiles present significant challenges in most organisational and work contexts, they can also be characteristic of high achievers. (This reflects the fact that high achievers often have quite rare and extreme personality profiles.) Whether such profiles result in functional or dysfunctional behaviour is, in turn, dependent upon the demands of the specific job role, and on the nature of the organizational culture. For example, while someone who has a high score on the 'Confrontational-Challenging' behavioural category is likely to create discord, disharmony and destabilise most organizations, such behavioural categories are often found among effective change agents and innovators. Similarly, while someone who has a high score on the 'Manipulative-Machiavellian' behavioural category may be prone to destabilise most organizations by acting in a manipulative and self-serving manner, such behavioural categories are often associated with effective 'political' operators and negotiators.

Therefore, when basing selection and assessment decisions on this report, it is important to consider the specific demands of the job, and nature of the organisation/team Sample Report is/will be working with, as this will influence whether the behaviour will be functional or dysfunctional in that particular work context.

The behavioural categories assessed by this report are not pure personality types, but rather are collections of traits which, in combination, can have a negative impact upon a person's performance and culture fit within a given organisation. The dysfunctional behavioural categories consist of extreme scores on combinations of traits that occur quite rarely in the general population. Hence it is not uncommon for an individual to obtain no elevated scores on any of these dysfunctional behaviours. In such circumstances the Personality Derailer



Report will provide only limited information about that person's most likely performance, and typical behaviour, at work. In such situations assessors should refer to the other 15FQ+ reports (i.e. the Extended, Emotional Intelligence or Competencies Reports, etc.) to facilitate their selection and assessment decisions.

The report describes those dysfunctional behaviours that Sample's 15FQ+ profile suggests they may be prone to display at work. These should be treated as hypotheses to be explored in greater detail through further assessment. Moreover, when basing selection and assessment decisions on this report it is important to mindful that how likely it is Sample will display any of the behaviours that have been identified in this report, will be moderated by a number of factors. These included Sample's ability level, and job specific skills and knowledge, as well as situational factors, such as the organisation's culture and climate. The report should therefore be interpreted with reference to the results of other relevant assessments. For example:

- Whether or not Sample Report has displayed any dysfunctional work behaviours in the past, can be assessed through a critical review of Sample's work history, achievements and qualifications to date.
- Sample's propensity to display dysfunctional work behaviours can also be assessed through structured interviews, situational judgement tests, role-plays and assessment centre exercises.
- Sample's aptitudes and abilities can be assessed through the use of well-validated, work relevant psychometric tests.
- Sample Report's job specific skills and knowledge can be assessed through work sample tests, behavioural observation, role-plays and assessment centre exercises.

Please Note:

- The dysfunctional behaviour scores are calculated from Sample Report's responses on the 15FQ+ personality questionnaire. If this report is to be used to compare different individuals, it is essential that all the reports have been produced using the same norms.
- The report describes Sample Report's most typical behaviour. Whether or not they will display any identified dysfunctional behaviour in a particular work setting will be influenced by the factors outlined above.

DIMENSIONS

Definitions of the 12 dysfunctional behaviours are presented below.

DYSFUNCTIONAL WORKPLACE BEHAVIOURS

Eccentric – Absent-minded: Individuals with a high score on this dysfunctional behavioural category have little concern for practical matters. They may also be inattentive to practical everyday matters, be forgetful and drift off into flights of fantasy.

Appeasing – Acquiescent: Individuals with a high score on this dysfunctional behavioural category lack assertion and tend to worry about what others think of them. As a result they are prone to say things that they believe will please others and place others' personal needs over their own.

Suspicious – Mistrustful: Individuals with a high score on this dysfunctional behavioural category are suspicious and prone to doubt others' motives. Tending to take a cynical view of human nature, they are likely to believe people are out to further their own ends. As a result, they would be expected to have little tolerance for others and are likely to show their irritation and frustration with them.

Volatile – Explosive: Individuals with a high score on this dysfunctional behavioural category are tense-driven and lacking in composure. In addition to this, they may have difficulty controlling their emotions. As a result, they are likely to vent their frustrations without giving consideration to the impact their outbursts will have on others.

Undisciplined – Nonconformist: Individuals with a high score on this dysfunctional behavioural category are spontaneous and flexible in their attitude and approach towards work, and are unlikely to feel bound by organisational rules, regulations and procedures. They are likely to be inattentive to detail and to be prone to make careless errors and mistakes. They may also be prone to rejecting tried and tested methods out of hand, and to break with the past, simply for the sake of rejecting custom and practice.

Detached – Disengaged: Individuals with a high score on this dysfunctional behavioural category have little interest in other people and are likely to be viewed as being cut-off, distant and reclusive. As a result, they are likely to dislike teamwork, preferring to work on their own, away from what they may see as the distractions of other people.

Rigid – Perfectionistic: Individuals with a high score on this dysfunctional behavioural category are very perfectionistic and may be obsessive. Consequently, they are likely to be prone to become so focused on details as to lose sight of the bigger picture. As a result, they may be inflexible and rigid in their approach to problems.

Confrontational – Challenging: Individuals with a high score on this dysfunctional behavioural category are direct and may be pointed in their dealings with others. They are unlikely to be diplomatic and tactful, and would not be expected to hold back from saying what is on their mind, even if this might upset others. In addition to this they are likely to appear forceful and pushy, and be prone to be confrontational if challenged.

Manipulative – Machiavellian: Individuals with a high score on this dysfunctional behavioural category are cynical about human nature. As a result, they will be reluctant to deal with others in an open and upfront manner. Being disposed to approach working relationships in political way, they might be expected to be inclined to respond to events in what they consider to be a 'politically expedient' manner. As a result, they might say things which they believe others want to hear.

Avoidant – Passive: Individuals with a high score on this dysfunctional behavioural category lack confidence and are prone to feel anxious in social settings. Consequently, they would be expected to be reluctant to express their views and opinions. Prone to self-doubt, they may avoid taking on tasks for fear of making errors or mistakes.

Arrogant – Self-centred: Individuals with a high score on this dysfunctional behavioural category are confident in social setting, and tend to present themselves as being very sure of their own views and opinions. As a result, others may consider them to be arrogant or even opinionated. They are also likely to have little interest in other people and would not be expected to be sensitive to others people's needs.

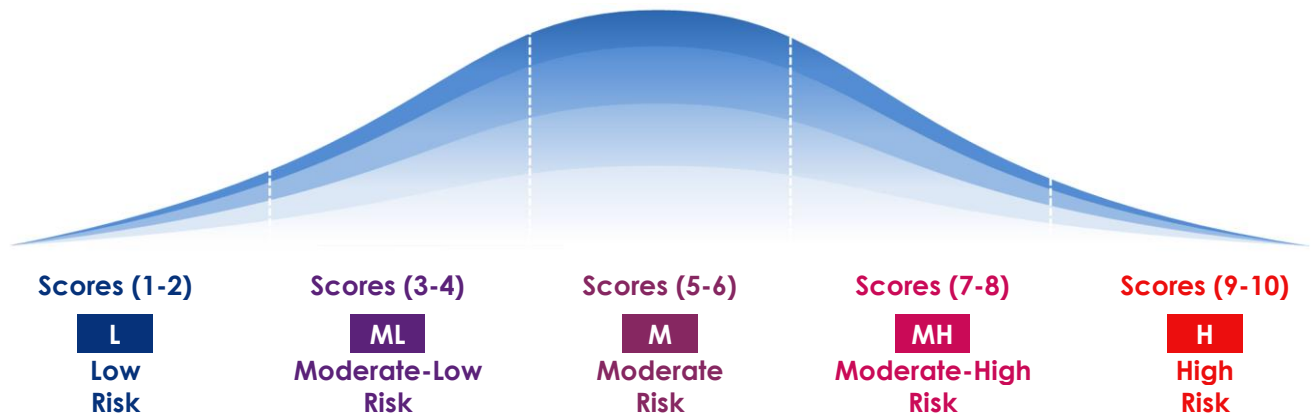
Moody – Sullen: Individuals with a high score on this dysfunctional behavioural category are prone to mood swings. Consequently their colleagues may find them to be changeable and unpredictable in how they react to events and situations. Having lower levels of energy and drive than most people, they are likely to have difficulty dealing with setbacks and failures, and may be inclined to give up when faced with adversity.



RESULTS SCALE

A reference group is used to evaluate Sample Report's results and determine their tendency to exhibit dysfunctional workplace behaviours compared to others. Sample's results are presented as standardised scores on a scale of 1 to 10.

The following chart represents a distribution of individuals on a particular scale, where high scores represent greater tendency to behave in a particular manner and low scores represent a reduced likelihood of behaving in a particular manner. An overall level ranging from a "Low" to a "High" risk is provided to help highlight areas of concern.



REFERENCE GROUP USED

The following norm was used to generate this report:

| Test | Norm Used | Sample Size |
|---|----------------|-------------|
| Fifteen Factor Questionnaire Plus (15FQ+) | NZ Respondents | 19633 |

RESPONSE STYLE

The Fifteen Factor Questionnaire Plus (15FQ+) contains several scales which measure individuals' test taking attitudes and whether they were committed to portraying themselves accurately. Such measures inform practitioners of the degree to which they can trust and rely on the interpretation of respondents' profiles.

The results indicate that Sample Report has responded to the questionnaire in an open and honest manner.



DERAILERS PROFILE

The dysfunctional behaviour scores are weighted composites of the traits that contribute to each behaviour. The score any given individual obtains on these scales depends not only upon that person's pattern of strengths and weakness across the behavioural categories, but also on the importance of each trait in contributing to the particular behavioural category.

Scores which pose 'High' or 'Moderate-High' risks should be investigated further. Descriptions of the behaviours which may impact Sample Report's work are provided in the following sections.

DERAILERS PROFILE CHART

| Dysfunctional Behaviour | Level | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|-------------------------------|-------|---|---|---|---|---|---|---|---|---|----|
| Eccentric – Absent-minded | MH | | | | | | | | | | |
| Appeasing – Acquiescent | MH | | | | | | | | | | |
| Suspicious – Mistrustful | ML | | | | | | | | | | |
| Volatile – Explosive | L | | | | | | | | | | |
| Undisciplined – Nonconformist | MH | | | | | | | | | | |
| Detached – Disengaged | ML | | | | | | | | | | |
| Rigid – Perfectionistic | L | | | | | | | | | | |
| Confrontational – Challenging | M | | | | | | | | | | |
| Manipulative – Machiavellian | M | | | | | | | | | | |
| Avoidant – Passive | ML | | | | | | | | | | |
| Arrogant – Self-centred | M | | | | | | | | | | |
| Moody – Sullen | ML | | | | | | | | | | |



ECCENTRIC – ABSENT-MINDED

ECCENTRIC – ABSENT-MINDED PROFILE CHART

Dysfunctional Behaviour

Level

1 2 3 4 5 6 7 8 9 10

Eccentric – Absent-minded

MH



RISK LEVEL

The scale score Sample obtained on the 'Eccentric – Absent-minded' dysfunctional behaviour category falls within **the above average range**. This suggests they are a little more likely than many to display challenging behaviours within this category.

POTENTIAL RISKS

- They are fairly abstract-minded and they do not have a great concern for practical matters.
- They are a little inclined to approach problems in a fairly abstruse, and slightly rarefied manner.
- They might even possibly become so concerned with arcane theoretical issues as to lose sight of everyday matters.
- Sample's ideas are likely to be slightly otherworldly and possibly even a little fanciful.
- They are slightly more inclined to judge things in terms of whether they look or feel right, than to evaluate them in a hard-headed, factual way.
- They might even possibly be a little disdainful of practical disciplines, such as engineering, somewhat preferring instead to focus on what they consider to be loftier issues.
- They are likely to be relatively inattentive to detail and be a little prone to make careless mistakes and errors.
- Sample's views and opinions are likely to be different from those of most people.
- They might be expected occasionally to come up with ideas that Sample's slightly more practical colleagues may consider to be rather 'off the wall'.
- They may be prone to be relatively inattentive to everyday matters, to be forgetful and occasionally drift off onto flights of fantasy.

PROBING QUESTIONS

- Do you enjoy working out the practical details of something, or are you more interested in 'the big picture'?
- To what extent do you allow values and feelings to influence your judgements?
- To what extent do you rely on intuition in your working day or in your dealings with others?
- Are there any aspects of your work which require you to look at 'the big picture', rather than be concerned with the detail?
- What was the last idea you became preoccupied with? How did it influence your work?
- When you have an idea, do you like to think through all the practical implications, or leave that to others?
- What thoughts/ideas often occupy your mind?
- To what extent do you allow yourself to be consumed by these ideas?



APPEASING – ACQUIESCENT

APPEASING – ACQUIESCENT PROFILE CHART

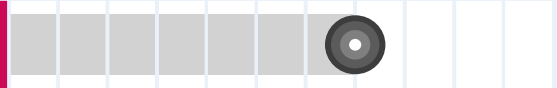
Dysfunctional Behaviour

Level

1 2 3 4 5 6 7 8 9 10

Appeasing – Acquiescent

MH



RISK LEVEL

The scale score Sample obtained on the 'Appeasing – Acquiescent' dysfunctional behaviour category falls within **the above average range**. This suggests they are a little more likely than many to display challenging behaviours within this category.

POTENTIAL RISKS

- They may place Sample's colleagues' personal needs over the demands of work.

PROBING QUESTIONS

- Given a problem, would you prefer to strive a) for the right answer? b) for a less perfect answer which is more acceptable to others?
- Tell me about a work situation in which others voiced different feelings to yourself over something that was important to you. How did you handle it?
- Give me an example of when you last put your own wishes before those of others?
- What sort of person do you find most difficult to deal with and why?



SUSPICIOUS – MISTRUSTFUL

SUSPICIOUS – MISTRUSTFUL PROFILE CHART

Dysfunctional Behaviour

Level

1 2 3 4 5 6 7 8 9 10

Suspicious – Mistrustful

ML



RISK LEVEL

The score Sample obtained on the 'Suspicious – Mistrustful' dysfunctional behaviour category falls within **the below average range (i.e. is 4 or less)**. This suggests it is unlikely they will display challenging behaviours within this category.

POTENTIAL RISKS

- No potential risks could be derived from Sample's profile on this dysfunctional behaviour category.

PROBING QUESTIONS

- Do you think your friends regard you as someone who might be taken advantage of or not? What evidence have you got for your views?
- Are others in your working group more or less sceptical than yourself?
- Tell me about a time you had to give the benefit of the doubt to someone at work.



VOLATILE – EXPLOSIVE

VOLATILE – EXPLOSIVE PROFILE CHART

Dysfunctional Behaviour

Level

1 2 3 4 5 6 7 8 9 10

Volatile – Explosive

L



RISK LEVEL

The score Sample obtained on the 'Volatile – Explosive' dysfunctional behaviour category falls within **the very low range (i.e. is 2 or less)**. This suggests it is very unlikely they will display challenging behaviours within this category.

POTENTIAL RISKS

- No potential risks could be derived from Sample's profile on this dysfunctional behaviour category.

PROBING QUESTIONS

- Do you think those with whom you work closest are more relaxed than you, or less so? What evidence have you got for your views?
- Does your present job require a sense of urgency? Give an example.
- Do you think you are better at working under pressure than some of your colleagues? Please explain.



UNDISCIPLINED – NONCONFORMIST

UNDISCIPLINED – NONCONFORMIST PROFILE CHART

Dysfunctional Behaviour

Level

1 2 3 4 5 6 7 8 9 10

Undisciplined – Nonconformist

MH

RISK LEVEL

The score Sample obtained on the 'Undisciplined – Nonconformist' dysfunctional behaviour category falls within **the above average range**. This suggests they are more likely than many to display challenging behaviours within this category.

POTENTIAL RISKS

- Sample's profile indicates they are fairly spontaneous and flexible in their attitude and approach towards work.
- Sample is unlikely to feel strongly bound by organisational rules, regulations and procedures.
- Inclined to be unconventional in Sample's attitudes and opinions, Sample would be expected not to feel a strong sense of commitment to the organisation's ethical culture.
- Having obtained scores which suggest they are relatively disinclined to accept conventional codes of conduct and social mores, there is some risk they might break rules if they considers it is expedient to do so.
- They are likely to be fairly inattentive to detail and to be a little prone to make careless errors and mistakes.
- Sample would not be expected to be highly motivated to set themselves high standards of conduct and behaviour at work.
- They are likely to not have a great concern that correct procedures are followed and would be expected to be a little disinclined to persevere with boring or repetitive tasks.
- Sample's profile suggests they may prone to reject tried and tested methods out of hand, and to break with the past, simply for the sake of rejecting custom and practice.
- At times others may feel Sample's radical views are simply intended to shock, or to challenge established opinion, of which they are likely to be dismissive.
- Tending to believe respect has to be earned, rather than being due to a person's position or status, Sample is relatively unlikely to accept authority without question.
- As Sample's scores indicate they are socially bold, they will not be likely to hold back from expressing their unconventional opinions.

PROBING QUESTIONS

- Give me an example of when you 'turned a blind eye' to something that someone did, or did not do, at work.
- Do you have friends who ignore social niceties? What do you think of them? To what extent if any, do they embarrass you?
- Some people believe the saying 'rules are made for the obedience of fools and the guidance of wise men'. What do you think?
- Tell me about an instance when you took a few short cuts to get a job completed on time?
- Do you feel most people are focused on tried-and-tested solutions? Are there any merits to such solutions? Please explain.
- Can you think of an occasion when you did something which shocked or surprised a group of friends, or people at work?



- When did you last just 'say what you felt' when talking to your boss or someone else of importance?



DETACHED – DISENGAGED

DETACHED – DISENGAGED PROFILE CHART

Dysfunctional Behaviour

Level

1 2 3 4 5 6 7 8 9 10

Detached – Disengaged

ML



RISK LEVEL

The score Sample obtained on the 'Detached – Disengaged' dysfunctional behaviour category falls within **the below average range (i.e. is 4 or less)**. This suggests it is unlikely they will display challenging behaviours within this category.

POTENTIAL RISKS

- No potential risks could be derived from Sample's profile on this dysfunctional behaviour category.

PROBING QUESTIONS

- How much time do you spend socialising in a day/week?
- What proportion of your work would you say requires you to operate on your own, rather than with others? Are you happy with this split? How would you change it if you could?
- Tell me about a work situation that required a lot of interaction with other people over a long period.
- Describe a team experience you found particularly rewarding. What made the experience rewarding?



RIGID – PERFECTIONISTIC

RIGID – PERFECTIONISTIC PROFILE CHART

Dysfunctional Behaviour

Level

1 2 3 4 5 6 7 8 9 10

Rigid – Perfectionistic

L



RISK LEVEL

The score Sample obtained on the 'Rigid – Perfectionistic' dysfunctional behaviour category falls within **the very low range (i.e. is 2 or less)**. This suggests it is very unlikely they will display challenging behaviours within this category.

POTENTIAL RISKS

- No potential risks could be derived from Sample's profile on this dysfunctional behaviour category.

PROBING QUESTIONS

- Give me an example of a work-related risk you took which paid off.
- Are there any aspects of your work which require you to look at 'the big picture', rather than be concerned with the detail?
- Tell me about a time someone approached you with an innovative idea. What did you do?
- Give me an example of when you initiated a change at work.



CONFRONTATIONAL – CHALLENGING

CONFRONTATIONAL – CHALLENGING PROFILE CHART

Dysfunctional Behaviour

Level

1 2 3 4 5 6 7 8 9 10

Confrontational – Challenging

M



RISK LEVEL

The score Sample obtained on the 'Confrontational – Challenging' dysfunctional behaviour category falls within **the average range**. This suggests they are unlikely to display significant challenging behaviours within this category.

POTENTIAL RISKS

- No potential risks could be derived from Sample's profile on this dysfunctional behaviour category.

PROBING QUESTIONS

- When you compare yourself to others in your working group, do you think you are more diplomatic or more direct than they are?
- Can you think of a recent occasion at work when you wanted to say something very direct to a colleague, but held back for some reason?
- Give me an example of an occasion when you had to be very diplomatic at work in order to deescalate matters.



MANIPULATIVE – MACHIAVELLIAN

MANIPULATIVE – MACHIAVELLIAN PROFILE CHART

Dysfunctional Behaviour

Level

1 2 3 4 5 6 7 8 9 10

Manipulative – Machiavellian

M



RISK LEVEL

The score Sample obtained on the 'Manipulative – Machiavellian' dysfunctional behaviour category falls within **the average range**. This suggests they are unlikely to display significant challenging behaviours within this category.

POTENTIAL RISKS

- No potential risks could be derived from Sample's profile on this dysfunctional behaviour category.

PROBING QUESTIONS

- Do others in your group look to you to 'give it to them straight' or do they see you more as a diplomat. Give an example.
- Tell me about a time when you developed trust and loyalty with those you were working with.
- What approach do you use to sell your ideas to others in your organisation? What are the benefits of this approach?



AVOIDANT – PASSIVE

AVOIDANT – PASSIVE PROFILE CHART

Dysfunctional Behaviour

Level

1 2 3 4 5 6 7 8 9 10

Avoidant – Passive

ML



RISK LEVEL

The score Sample obtained on the 'Avoidant – Passive' dysfunctional behaviour category falls within **the below average range (i.e. is 4 or less)**. This suggests it is unlikely they will display challenging behaviours within this category.

POTENTIAL RISKS

- No potential risks could be derived from Sample's profile on this dysfunctional behaviour category.

PROBING QUESTIONS

- What if anything, makes you think you are more - or less - socially confident than those with whom you work?
- Tell me about a time when you stayed with an idea or project for longer than anyone expected you to.
- Describe a situation where you found it necessary to make an unpopular decision. How did you stand by your decision?
- Tell me about a time you had to communicate bad news to your team at work. What was the news and how did you communicate it?



ARROGANT – SELF-CENTRED

ARROGANT – SELF-CENTRED PROFILE CHART

Dysfunctional Behaviour

Level

1 2 3 4 5 6 7 8 9 10

Arrogant – Self-centred

M

RISK LEVEL

The score Sample obtained on the 'Arrogant – Self-centred' dysfunctional behaviour category falls within **the average range**. This suggests they are unlikely to display significant challenging behaviours within this category.

POTENTIAL RISKS

- They have little interest in other people and, as a result, they may at times be rather self-centred.
- As they are likely to have low levels of interpersonal warmth, they would not be expected to be that sensitive to others people's needs.
- Although Sample's results suggest they are socially bold, and is likely to make a significant impact on others, when people get to know them they may consider them to be rather egotistical.

Although potential risks have been highlighted, the risk of such behaviours arising remains moderate. If such behaviours do emerge, they are likely to be when Sample is stressed or working under extreme conditions.

PROBING QUESTIONS

- Have you ever had to put someone else's needs before your own? What was the situation?
- Tell me about a project worked on with others that you are most proud of. What was your role in the project?
- Give me an example of supporting someone else's proposed ideas in a meeting.
- Describe a situation where you took the initiative to help or support a colleague at work.
- What do you do when you struggle to understand a complex concept?



MOODY – SULLEN

MOODY – SULLEN PROFILE CHART

Dysfunctional Behaviour

Level

1 2 3 4 5 6 7 8 9 10

Moody – Sullen

ML



RISK LEVEL

The score Sample obtained on the 'Moody – Sullen' dysfunctional behaviour category falls within **the below average range (i.e. is 4 or less)**. This suggests it is unlikely they will display challenging behaviours within this category.

POTENTIAL RISKS

- No potential risks could be derived from Sample's profile on this dysfunctional behaviour category.

PROBING QUESTIONS

- Do you regard yourself as more or less predictable than others in your work group?
- What do you do to maintain your enthusiasm during stressful work situations?
- How do you think others amongst your working group cope with boredom? Are you less tolerant or more tolerant of routine than others in your group?
- What are the things you look forward to most at work?