

disc assessment scoring guide pdf

disc assessment scoring guide pdf is an essential resource for understanding the methodology behind the DISC personality assessment tool. This guide provides a comprehensive framework for scoring and interpreting the DISC profiles, which categorize individual behavior styles into four primary types: Dominance, Influence, Steadiness, and Conscientiousness. Utilizing a disc assessment scoring guide pdf enables trainers, HR professionals, and coaches to accurately analyze results, facilitating better communication, team building, and personal development. This article explores the fundamental components of DISC scoring, outlines the process of evaluating assessment responses, and discusses best practices for interpreting scores. Additionally, it highlights the advantages of having a downloadable PDF guide for easy reference and consistent application across various settings. The following sections will provide detailed insights into the DISC assessment structure, the scoring methodology, and practical tips for leveraging the scoring guide effectively.

- Understanding the DISC Assessment Framework
- Components of the DISC Scoring Guide
- Step-by-Step Process for Scoring the DISC Assessment
- Interpreting DISC Scores: What Do They Mean?
- Benefits of Using a DISC Assessment Scoring Guide PDF
- Best Practices for Applying DISC Scores in Professional Settings

Understanding the DISC Assessment Framework

The DISC assessment is a widely used personality profiling system that categorizes behavioral traits into four main dimensions: Dominance (D), Influence (I), Steadiness (S), and Conscientiousness (C). Each dimension reflects distinct characteristics and communication styles, helping individuals and organizations better understand interpersonal dynamics. The DISC model is grounded in the theory that behavior can be observed and measured, and the scoring guide provides a standardized approach for quantifying these traits. By understanding the framework, users can appreciate the significance of the scores and how they relate to personal and professional behavior.

Overview of the Four DISC Dimensions

Each DISC dimension represents a specific behavioral tendency:

- **Dominance (D):** Focused on results, assertiveness, and control.
- **Influence (I):** Emphasizes social interaction, enthusiasm, and persuasion.
- **Steadiness (S):** Reflects patience, reliability, and a calm demeanor.
- **Conscientiousness (C):** Highlights attention to detail, accuracy, and structure.

Understanding these dimensions is crucial for interpreting the scoring results accurately and applying them effectively in various contexts.

Components of the DISC Scoring Guide

A comprehensive disc assessment scoring guide pdf typically includes several key components that facilitate accurate scoring and interpretation. These elements ensure that the assessment results are

consistent, reliable, and meaningful. The guide breaks down the scoring criteria and provides explanations for each step in the evaluation process.

Key Elements Included in the Scoring Guide

The following are standard components found in a disc assessment scoring guide:

1. **Scoring Instructions:** Detailed directions on how to assign numerical values to responses.
2. **Response Sheets:** Templates or formats for recording answers systematically.
3. **Score Calculation Methods:** Formulas or tables for converting raw scores into dimension scores.
4. **Profile Charts:** Visual aids to map scores onto the DISC model for easy interpretation.
5. **Interpretation Guidelines:** Descriptions of what different score ranges indicate about behavior.
6. **Examples and Case Studies:** Sample scoring scenarios to illustrate the process.

These components work together to ensure that users can apply the scoring system precisely and gain valuable insights from the assessment.

Step-by-Step Process for Scoring the DISC Assessment

Scoring the DISC assessment involves a systematic approach to transform questionnaire responses into meaningful behavioral profiles. The disc assessment scoring guide pdf serves as an indispensable tool that outlines each step clearly and methodically to minimize errors and enhance accuracy.

Detailed Scoring Procedure

The typical scoring process includes the following steps:

1. **Collect Responses:** Gather completed assessment forms from participants.
2. **Assign Numerical Values:** Convert qualitative answers into quantitative scores based on the guide's instructions.
3. **Tabulate Scores:** Sum the values corresponding to each DISC dimension (D, I, S, and C).
4. **Normalize Scores:** Adjust raw totals to standardized scales to ensure comparability.
5. **Plot Scores on Profile Graph:** Use the scoring guide's charts to visualize the individual's DISC profile.
6. **Analyze Behavioral Tendencies:** Interpret the plotted scores to identify dominant personality traits.

Following these steps precisely ensures that the DISC assessment scoring process yields valid and actionable results.

Interpreting DISC Scores: What Do They Mean?

Interpreting the results of a DISC assessment requires understanding how each score reflects specific behavioral characteristics. The disc assessment scoring guide pdf provides detailed explanations to help users decode the meaning behind the numbers and apply these insights effectively.

Understanding Score Profiles

Each DISC dimension is scored on a scale that indicates the intensity of that behavioral trait. Higher scores signify stronger tendencies in a particular category, while lower scores suggest less dominance of that trait. The guide typically breaks down the interpretations into categories such as:

- **High Scores:** Indicate a pronounced preference for that behavior style.
- **Moderate Scores:** Suggest balanced traits with flexibility in behavior.
- **Low Scores:** Reflect less inclination toward that specific dimension.

Profiles often combine scores across all four dimensions to create a comprehensive behavioral map. This map can reveal an individual's communication style, decision-making approach, and potential areas for growth, making the scoring guide an essential interpretive tool.

Benefits of Using a DISC Assessment Scoring Guide PDF

Utilizing a disc assessment scoring guide pdf offers numerous advantages to professionals who administer and analyze DISC assessments. The portability and accessibility of a PDF format make it a practical resource for consistent and efficient scoring.

Advantages of a PDF Format

- **Easy Accessibility:** Available on multiple devices for quick reference.
- **Consistent Scoring:** Standardized instructions reduce variability in results.
- **Comprehensive Information:** Combines scoring rules, interpretation, and examples in one

document.

- **Printable Version:** Facilitates offline use during workshops or training sessions.
- **Reusable Resource:** Can be distributed to multiple users without loss of quality.

These benefits make the disc assessment scoring guide pdf an indispensable tool for organizations seeking reliable personality assessments.

Best Practices for Applying DISC Scores in Professional Settings

Implementing DISC scores effectively requires adherence to best practices that enhance the value of the assessment in organizational and developmental contexts. The scoring guide often includes recommendations to help users maximize the utility of DISC results.

Key Recommendations for Professionals

- **Use Scores as a Starting Point:** Combine DISC data with other evaluation methods for well-rounded insights.
- **Maintain Confidentiality:** Protect individual privacy when handling assessment results.
- **Provide Contextual Feedback:** Tailor interpretations to the individual's role and environment.
- **Incorporate Scores into Development Plans:** Use behavioral insights to guide training and coaching.

- **Facilitate Team Understanding:** Share aggregated DISC profiles to improve collaboration and communication.

By following these guidelines, professionals can ensure that DISC assessment scoring and interpretation contribute positively to personal and organizational growth.

Frequently Asked Questions

What is a DISC assessment scoring guide PDF?

A DISC assessment scoring guide PDF is a downloadable document that explains how to interpret and score the results of a DISC personality assessment, which categorizes behavior into four types: Dominance, Influence, Steadiness, and Conscientiousness.

Where can I find a reliable DISC assessment scoring guide PDF?

Reliable DISC assessment scoring guide PDFs can be found on official DISC assessment provider websites such as Wiley's Everything DiSC or through authorized training organizations that offer DISC certification materials.

How do I use a DISC assessment scoring guide PDF to interpret my results?

To use a DISC assessment scoring guide PDF, you typically compare your raw scores for each DISC category against the provided scoring key or chart, which helps you understand your dominant personality traits and behavioral tendencies.

Are DISC assessment scoring guide PDFs free to download?

Some DISC assessment scoring guide PDFs are available for free as introductory materials, but comprehensive and official scoring guides are often part of paid assessment packages or require

certification to access.

Can I customize a DISC assessment scoring guide PDF for my organization?

Yes, many organizations customize DISC assessment scoring guide PDFs to align with their specific training goals, employee development programs, or team-building activities, often with the help of certified DISC consultants.

What information is typically included in a DISC assessment scoring guide PDF?

A DISC assessment scoring guide PDF usually includes instructions on scoring the assessment, explanations of each DISC personality type, interpretation tips, example profiles, and guidance on applying the results for personal or professional development.

Additional Resources

1. Mastering the DISC Assessment: A Comprehensive Scoring Guide

This book offers an in-depth look at the DISC personality assessment, providing detailed explanations and step-by-step instructions for scoring. It serves as a practical manual for HR professionals, coaches, and educators aiming to interpret DISC profiles accurately. The guide includes tips for applying results to improve communication, teamwork, and leadership effectiveness.

2. Understanding DISC: The Ultimate Guide to Scoring and Interpretation

Designed for beginners and advanced users alike, this book breaks down the DISC assessment scoring process into easy-to-follow segments. It covers the theory behind the DISC model and offers practical examples of scoring different profiles. Readers will learn how to use scoring results to enhance personal development and workplace dynamics.

3. DISC Assessment Scoring Made Simple: A Practical Workbook

This workbook simplifies the DISC scoring methodology with exercises and sample assessments. It includes templates and downloadable PDFs to practice scoring and interpreting DISC results. The interactive approach helps readers build confidence in analyzing DISC profiles and applying insights effectively.

4. The DISC Personality Test Scoring Handbook

A thorough handbook that guides readers through the nuances of scoring the DISC personality test. It provides detailed explanations of each DISC factor and how to quantify responses accurately. The book is an essential resource for psychologists, counselors, and organizational trainers.

5. Applying DISC Scores for Leadership and Team Building

Focusing on practical applications, this book explores how to use DISC assessment scores to foster leadership skills and enhance team collaboration. It discusses scoring interpretation in the context of workplace behavior and offers strategies for leveraging personality insights for better management practices.

6. DISC Assessment Scoring Guide PDF: Tools and Techniques

This resource compiles essential tools and techniques for scoring DISC assessments, accompanied by downloadable PDF guides. It is ideal for practitioners who want quick access to scoring charts, instructions, and tips. The book emphasizes accuracy and consistency in scoring to ensure reliable personality profiling.

7. Decoding DISC: Scoring Insights for Personal and Professional Growth

Decoding DISC provides readers with a clear understanding of how to score and interpret DISC results for self-improvement and career development. It includes case studies and real-world examples that demonstrate the impact of DISC insights on communication and decision-making.

8. The Essential DISC Scoring Guide for Coaches and Trainers

Tailored for coaches and trainers, this guide explains the scoring process in detail and how to use the data to customize coaching programs. It highlights the importance of accurate scoring in delivering meaningful feedback and fostering client growth.

9. *DISC Assessment: A Step-by-Step Scoring and Interpretation Manual*

This manual offers a structured approach to scoring DISC assessments, making it easy for users to understand each stage of the process. It includes practical tips for avoiding common scoring mistakes and maximizing the usefulness of DISC results in various settings.

Disc Assessment Scoring Guide Pdf

Disc Assessment Scoring Guide PDF

Name: Decoding DISC: A Comprehensive Scoring and Interpretation Guide

Contents:

Introduction: Understanding the DISC personality assessment and its applications.

Chapter 1: Scoring the DISC Assessment: Step-by-step guide to accurately scoring different DISC profiles. Includes examples and troubleshooting common scoring errors.

Chapter 2: Interpreting DISC Profiles: Detailed explanation of each DISC behavioral style (D, I, S, C) – strengths, weaknesses, motivations, communication styles, and potential conflict areas.

Chapter 3: Applying DISC in Workplace Settings: Practical applications of DISC in team building, conflict resolution, leadership development, and recruitment. Includes real-world examples and case studies.

Chapter 4: Advanced DISC Concepts: Exploring nuances of blended profiles, interpreting extreme scores, and understanding the limitations of the DISC model.

Chapter 5: Ethical Considerations and Best Practices: Guidelines for responsible use of DISC, ensuring accuracy, fairness, and avoiding misinterpretations.

Conclusion: Recap of key takeaways and resources for further learning.

Decoding DISC: A Comprehensive Scoring and Interpretation Guide

The DISC assessment is a widely used behavioral assessment tool that helps individuals understand their personality traits and how they interact with others. This guide provides a comprehensive understanding of the DISC assessment, covering everything from accurately scoring the assessment to applying its insights in real-world situations. Whether you are a human resources professional, a business owner, a coach, or simply someone interested in self-improvement, this guide will equip you with the knowledge and tools to effectively utilize the power of DISC. Download your copy of the DISC Assessment Scoring Guide PDF today and unlock the secrets to better understanding yourself and others.

Chapter 1: Scoring the DISC Assessment: A Step-by-Step Guide

Accurately scoring a DISC assessment is the crucial first step in understanding its insights. This chapter provides a clear, step-by-step guide to ensure accurate results. Different versions of the DISC assessment exist, so it's important to follow the specific instructions provided with your chosen version. Generally, however, the process involves:

Understanding the Questionnaires: The DISC assessment typically uses a questionnaire where individuals respond to statements reflecting different behavioral patterns. Understanding the nature of each statement is critical.

Identifying Response Scales: These scales vary slightly depending on the assessment provider, but they often include options ranging from “strongly disagree” to “strongly agree.” Accurate scoring depends on understanding these scales.

Tallying Responses: Once all questions are answered, the responses are tallied according to a predetermined key, usually provided with the assessment materials.

Plotting the Scores: Scores are typically plotted on a graph representing the four behavioral styles: Dominance (D), Influence (I), Steadiness (S), and Conscientiousness (C).

Interpreting the Profile: The resulting graph presents a visual representation of the individual's dominant traits and behavioural tendencies.

Troubleshooting Common Scoring Errors: This section addresses common mistakes made during scoring, such as misinterpreting response scales, making calculation errors, or incorrectly plotting the results. Real-world examples of errors and their corrections are provided to enhance understanding.

Chapter 2: Interpreting DISC Profiles: Understanding the Four Styles

This chapter delves into the interpretation of the four DISC behavioral styles: Dominance (D), Influence (I), Steadiness (S), and Conscientiousness (C). Each style is explored in detail, including:

Dominance (D): Individuals with high D scores are typically assertive, results-oriented, and decisive. They are often strong leaders who are comfortable taking risks. This chapter outlines the strengths, weaknesses, communication preferences, and potential conflict areas associated with the D style. Strategies for working effectively with D-style individuals are also provided.

Influence (I): High I scores indicate individuals who are outgoing, enthusiastic, and persuasive. They are often excellent communicators and team players. The chapter elaborates on the strengths, weaknesses, communication styles, and conflict potential of I-style individuals, along with effective interaction strategies.

Steadiness (S): Individuals with high S scores tend to be patient, supportive, and loyal. They value stability and harmony. This section covers the strengths, weaknesses, and communication preferences of S-style individuals, addressing potential conflict situations and strategies for effective collaboration.

Conscientiousness (C): High C scores suggest individuals who are analytical, detail-oriented, and precise. They value accuracy and quality. This chapter focuses on the strengths, weaknesses, communication approaches, and conflict resolution techniques applicable to C-style individuals.

The chapter also explores blended profiles, where individuals exhibit a combination of traits from multiple styles. Understanding blended profiles provides a more nuanced interpretation of individual behaviors.

Chapter 3: Applying DISC in Workplace Settings: Practical Applications

This chapter demonstrates the practical applications of DISC in diverse workplace contexts. Specific examples and case studies illustrate the effectiveness of DISC in:

Team Building: Understanding team members' DISC profiles can enhance collaboration, communication, and overall team performance. This section provides practical strategies for building effective teams based on DISC insights.

Conflict Resolution: DISC can help identify the root causes of conflict by understanding the differing behavioral styles involved. Effective conflict resolution strategies tailored to specific DISC profiles are presented.

Leadership Development: DISC can provide valuable insights into leadership styles and identify areas for improvement. This section offers tailored leadership development strategies based on DISC profiles.

Recruitment and Selection: DISC can assist in selecting candidates whose behavioral styles align with the requirements of specific roles. The chapter explores how to integrate DISC into the recruitment process effectively.

Sales and Customer Service: Understanding customer DISC profiles can lead to improved sales techniques and customer service interactions. Practical strategies for tailoring communication to different customer styles are included.

Chapter 4: Advanced DISC Concepts: Nuances and Limitations

This chapter delves into more advanced aspects of DISC, including:

Interpreting Extreme Scores: Understanding the implications of very high or very low scores in each behavioral style.

Blended Profiles: A more in-depth look at individuals exhibiting a blend of multiple styles and how to interpret these complex profiles.

Limitations of the DISC Model: Acknowledging the limitations of the DISC assessment and the importance of using it responsibly and ethically.

Chapter 5: Ethical Considerations and Best Practices

This chapter emphasizes the ethical responsibilities associated with using the DISC assessment. It covers:

Confidentiality: Maintaining the confidentiality of assessment results and respecting individuals' privacy.

Accuracy and Fairness: Ensuring that the assessment is used accurately and fairly, avoiding bias and misinterpretations.

Avoiding Misinterpretations: Highlighting the potential for misinterpretations and providing guidance on responsible interpretation.

Informed Consent: The importance of obtaining informed consent before administering the assessment.

Conclusion:

This guide has provided a comprehensive overview of the DISC assessment, from scoring and interpreting profiles to applying its insights in various contexts. By understanding and utilizing the principles outlined in this guide, you can leverage the power of DISC to improve communication, build stronger teams, resolve conflicts effectively, and achieve greater success in your personal and professional life. Remember, responsible and ethical use of DISC is crucial for achieving accurate and meaningful results.

FAQs:

1. What is the difference between a DISC assessment and a Myers-Briggs Type Indicator (MBTI)? While both are personality assessments, DISC focuses on observable behaviors, while MBTI focuses on psychological preferences.
2. Is the DISC assessment scientifically validated? The scientific validity of DISC varies depending on the specific version and the research used to support it. Some versions have stronger empirical support than others.
3. How long does it take to complete a DISC assessment? Most DISC assessments can be completed in 15-30 minutes.
4. Can I use the DISC assessment on myself? Yes, self-administered DISC assessments are readily available and can provide valuable self-awareness.
5. How accurate are the results of a DISC assessment? The accuracy depends on honest self-reporting and the proper interpretation of the results.

6. Can DISC assessment results change over time? Yes, as individuals grow and develop, their behavioral patterns may change, leading to variations in DISC profiles over time.
7. What are the costs associated with DISC assessments? The cost varies depending on the provider and the type of assessment purchased.
8. Where can I find certified DISC practitioners? Many DISC providers offer a list of certified practitioners on their websites.
9. Are there any limitations to using the DISC assessment? Yes, DISC should not be used as the sole basis for making important decisions, such as hiring or promotions. It should be used in conjunction with other assessment tools and professional judgment.

Related Articles:

1. Understanding DISC Profile Strengths and Weaknesses: A detailed breakdown of the strengths and weaknesses associated with each DISC style.
2. DISC Assessment for Team Building: Strategies for using DISC to build high-performing teams.
3. Effective Communication Styles Based on DISC: Tailoring your communication to different DISC styles for improved interactions.
4. Resolving Workplace Conflicts Using DISC: Strategies for conflict resolution based on understanding DISC profiles.
5. DISC and Leadership Styles: Identifying and developing effective leadership styles using DISC insights.
6. Using DISC in Recruitment and Selection: Integrating DISC into the hiring process for improved candidate selection.
7. DISC in Sales and Customer Relationship Management: Improving sales and customer service through DISC understanding.
8. Interpreting Blended DISC Profiles: A deeper dive into understanding individuals with mixed behavioral traits.
9. Ethical Considerations in Using DISC Assessments: A comprehensive look at the ethical implications and responsible use of DISC.

disc assessment scoring guide pdf: Everything DiSC Manual Mark Scullard, Dabney Baum, 2015 HR and talent management professionals look to Everything DiSC to develop individuals in the areas of leadership, management training, sales training, and team building. The Everything DiSC Manual is the professional's comprehensive guide to the research that supports the Everything DiSC suite of assessments. With this complete reference tool, professionals can access the research and theory behind Everything DiSC. In addition to providing an in-depth overview of the DiSC model and the various applications associated with DiSC, the Everything DiSC Manual provides coverage on the following key topics: Research supporting the validity and reliability of the DiSC styles An overview of DiSC as it intersects with current psychological theory Case studies modeling the proper interpretation of the tool DiSC as it applies to gender, ethnicity, and education This manual is an essential reference tool for anyone facilitating Everything DiSC products.

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Virgil Zeigler-Hill, Todd K. Shackelford, 2020-03-11 This Encyclopedia provides a comprehensive overview of individual differences within the domain of personality, with major sub-topics including assessment and research design, taxonomy, biological factors, evolutionary evidence, motivation, cognition and emotion, as well as gender differences, cultural considerations, and personality disorders. It is an up-to-date reference for this increasingly important area and a key resource for those who study intelligence, personality, motivation, aptitude and their variations within members of a group.

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disc assessment scoring guide pdf: MMPI-A: Assessing Adolescent Psychopathology Robert Archer P, 2005-05-06 This third edition of Robert Archer's classic step-by-step guide to the MMPI-A continues the tradition of the first two in presenting the essential facts and recommendations for students, clinicians, and researchers interested in understanding and utilizing this assessment instrument to its fullest. Special features of the third edition: *presentation of appropriate administration criteria; *updated references to document the recent development of an increasingly solid empirical foundation--more than 160 new ones; *extensive review of new MMPI-A scales and subscales including the content component scales and the PSY-5 scales; *expanded variety of clinical examples; and *a new chapter on the rapidly expanding forensic uses of the MMPI-A, including those in correctional facilities and in custody or personal injury evaluations.

disc assessment scoring guide pdf: Handbook of Test Development Suzanne Lane, Mark R. Raymond, Thomas M. Haladyna, 2015-10-08 The second edition of the Handbook of Test Development provides graduate students and professionals with an up-to-date, research-oriented guide to the latest developments in the field. Including thirty-two chapters by well-known scholars and practitioners, it is divided into five sections, covering the foundations of test development, content definition, item development, test design and form assembly, and the processes of test administration, documentation, and evaluation. Keenly aware of developments in the field since the publication of the first edition, including changes in technology, the evolution of psychometric theory, and the increased demands for effective tests via educational policy, the editors of this edition include new chapters on assessing noncognitive skills, measuring growth and learning progressions, automated item generation and test assembly, and computerized scoring of constructed responses. The volume also includes expanded coverage of performance testing, validity, fairness, and numerous other topics. Edited by Suzanne Lane, Mark R. Raymond, and Thomas M. Haladyna, The Handbook of Test Development, 2nd edition, is based on the revised Standards for Educational and Psychological Testing, and is appropriate for graduate courses and seminars that deal with test development and usage, professional testing services and credentialing agencies, state and local boards of education, and academic libraries serving these groups.

disc assessment scoring guide pdf: Language Assessment H. Douglas Brown, 2018-03-16 Language Assessment: Principles and Classroom Practices is designed to offer a comprehensive survey of essential principles and tools for second language assessment. Its first and second editions have been successfully used in teacher-training courses, teacher certification curricula, and TESOL master of arts programs. As the third in a trilogy of teacher education textbooks, it is designed to follow H. Douglas Brown's other two books, Principles of Language Learning and Teaching (sixth edition, Pearson Education, 2014) and Teaching by Principles (fourth edition, Pearson Education, 2015). References to those two books are made throughout the current book. Language Assessment features uncomplicated prose and a systematic, spiraling organization. Concepts are introduced with practical examples, understandable explanations, and succinct references to supportive research.

The research literature on language assessment can be quite complex and assume that readers have technical knowledge and experience in testing. By the end of Language Assessment, however, readers will have gained access to this not-so-frightening field. They will have a working knowledge of a number of useful, fundamental principles of assessment and will have applied those principles to practical classroom contexts. They will also have acquired a storehouse of useful tools for evaluating and designing practical, effective assessment techniques for their classrooms.

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disc assessment scoring guide pdf: *Strengthening Forensic Science in the United States* National Research Council, Division on Engineering and Physical Sciences, Committee on Applied and Theoretical Statistics, Policy and Global Affairs, Committee on Science, Technology, and Law, Committee on Identifying the Needs of the Forensic Sciences Community, 2009-07-29 Scores of talented and dedicated people serve the forensic science community, performing vitally important work. However, they are often constrained by lack of adequate resources, sound policies, and national support. It is clear that change and advancements, both systematic and scientific, are needed in a number of forensic science disciplines to ensure the reliability of work, establish

enforceable standards, and promote best practices with consistent application. Strengthening Forensic Science in the United States: A Path Forward provides a detailed plan for addressing these needs and suggests the creation of a new government entity, the National Institute of Forensic Science, to establish and enforce standards within the forensic science community. The benefits of improving and regulating the forensic science disciplines are clear: assisting law enforcement officials, enhancing homeland security, and reducing the risk of wrongful conviction and exoneration. Strengthening Forensic Science in the United States gives a full account of what is needed to advance the forensic science disciplines, including upgrading of systems and organizational structures, better training, widespread adoption of uniform and enforceable best practices, and mandatory certification and accreditation programs. While this book provides an essential call-to-action for congress and policy makers, it also serves as a vital tool for law enforcement agencies, criminal prosecutors and attorneys, and forensic science educators.

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North America and, increasingly, in Europe. The rationale behind the method is that randomized clinical trials--the gold standard for evidence-based medicine--are generally either not available or cannot provide evidence at a level of detail sufficient to apply to the wide range of patients seen in everyday clinical practice. Although robust scientific evidence about the benefits of many procedures is lacking, physicians must nonetheless make decisions every day about when to use them. Consequently, a method was developed that combined the best available scientific evidence with the collective judgment of experts to yield a statement regarding the appropriateness of performing a procedure at the level of patient-specific symptoms, medical history, and test results. This manual presents step-by-step guidelines for conceptualising, designing, and carrying out a study of the appropriateness of medical or surgical procedures (for either diagnosis or treatment) using the RAND/UCLA Appropriateness Method. The manual distills the experience of many researchers in North America and Europe and presents current (as of the year 2000) thinking on the subject. Although the manual is self-contained and complete, the authors do not recommend that those unfamiliar with the RAND/UCLA Appropriateness Method independently conduct an appropriateness study; instead, they suggest seeing one before doing one. To this end, contact information is provided to assist potential users of the method.

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The current trend toward machine-scoring of student work, Ericsson and Haswell argue, has created an emerging issue with implications for higher education across the disciplines, but with particular importance for those in English departments and in administration. The academic community has been silent on the issue—some would say excluded from it—while the commercial entities who develop essay-scoring software have been very active. Machine Scoring of Student Essays is the first volume to seriously consider the educational mechanisms and consequences of this trend, and it offers important discussions from some of the leading scholars in writing assessment. Reading and evaluating student writing is a time-consuming process, yet it is a vital part of both student placement and coursework at post-secondary institutions. In recent years, commercial computer-evaluation programs have been developed to score student essays in both of these contexts. Two-year colleges have been especially drawn to these programs, but four-year institutions are moving to them as well, because of the cost-savings they promise. Unfortunately, to a large extent, the programs have been written, and institutions are installing them, without attention to their instructional validity or adequacy. Since the education software companies are moving so rapidly into what they perceive as a promising new market, a wider discussion of machine-scoring is vital if scholars hope to influence development and/or implementation of the programs being created. What is needed, then, is a critical resource to help teachers and administrators evaluate programs they might be considering, and to more fully envision the instructional consequences of adopting them. And this is the resource that Ericsson and Haswell are providing here.

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