

INFLUENCE SELF-ASSESSMENT

Evaluate yourself on various parameters of organizational influence

Within each category, rank the five statements from most true of you (1) to least true (5).

Building a Well-Earned Reputation:	Most true (1) to least true (5)
People see me as behaving professionally	
People see me as a good communicator	
People see me as a team player	
People see me as effective	
People believe I make sound decisions	

Taking Responsibility for The Bigger Picture:	Most true (1) to least true (5)
I understand the roles of everybody in my team and what value they are creating	
I have a good cross-functional understanding of my organization	
My network is cross-functional and not limited to my own team	
I understand my industry: the trends, competitors, technologies, current challenges, best practices, etc.	
I have a reasonable understanding of financial statements and budgets	

Taking the Initiative:	Most true (1) to least true (5)
I take the initiative – I don't just wait for others to do something or instruct me	
I take the initiative – even when it implies taking a risk and move beyond my comfort zone	
I <i>ask</i> when I need something or want to initiate a change	
I am not afraid set the agenda and volunteer	
I am not afraid to seize the moment; to take a risk and make a quick decision	

REFLECTION

What can you do to – over time – increase your influence?