

# Leadership - Working With Others

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## Objectives:

- To gain a personal insight on how I relate to others.
- Define what behaviors I need to improve upon to become a better leader.
- To see how others view and perceive my personal behaviors.

## Behaviors That Are Essential To High Level Human Relating

Listed below are a number of behaviors that are essential to relating to others. Rate yourself on these behaviors, using the following scale:

1	2	3	4	5	6	7	8	9
Weak		Moderate Weak		Adequate		Moderate Strong		Very Strong

Note: a rating of 5 means that you would considered yourself a resource person (if only minimally so). That is, in a relationship or group, you would be a giver rather than just a receiver.

1. \_\_\_ Feelings: I am not afraid to deal directly with emotion whether it is my own or others. I allow myself to feel and give expression to what I feel.
2. \_\_\_ Initiative: In my relationships I act rather than react by going out and contacting others without waiting to be contacted.
3. \_\_\_ Respect: I express that I am for others even if I do not necessarily approve of what they do.
4. \_\_\_ Genuineness: I do not hide behind roles or facades. I let others know where I stand.
5. \_\_\_ Concreteness: I am not vague when I speak to others. I do not beat around the bush, I deal with concrete experience and behavior.
6. \_\_\_ Immediacy: I deal openly and directly with others. I know where I stand with others and they know where they stand with me.
7. \_\_\_ Empathy: I see the world through the eyes of others by listening to cues, both verbal and nonverbal, and I respond to these cues.
8. \_\_\_ Confrontation: I challenge others with responsibly and with care. I do not use confrontation to punish.
9. \_\_\_ Self-disclosure: I let others know the person inside, but I am not an exhibitionist. I am open without being a secret-reveler or secret-searcher.
10. \_\_\_ Self-exploration: I examine my life style and behaviors and want others to help me to do so. I am open to change.

**Scoring**

There are no correct or incorrect scores. This assessment simply shows you where you stand in your relations with others. Your goal should be to work on the lowest scorings of the 10 behaviors.

Also, have one or two others rate you so that you can get an outside view of yourself as to whether you are projecting yourself to others as you believe you are.