



MANAGEMENT SELF-CHECK

How can I bring my business team to success

Through the following self-check you can make an initial analysis of the skills and leadership skills you are most focused on. You can also make a personal assessment of the factors that could prevent you from exercising excellence in your leadership context and in the VUCA world. You can also perform Self-Check in subsequent periods, p, e. after six or twelve months to optimize your resources and focus on excellence.

SCORE STATEMENT		SCORE
1	I have a great sense of success for critical success factors on our market and in our business	
2	I have excellent ability to recognize future trends and developments in my field of reference	
3	I can develop a realistic vision for my area / company	
4	I successfully achieve my goals in the negotiation	
5	I think and act with an entrepreneurial mindset	
6	I can make sure that most of my employees promote the necessary changes	
7	Development often new pioneering ideas	
8	I Do a clear strategic orientation and direction	
9	I act for the pursuit of long-term objectives	
10	I fully understand the interconnections between market, company and my work environment	
11	I make decisions promptly even under stress and without the necessary complete information	
12	Successfully stimulate my employees to dedicate themselves to difficult tasks and projects with confidence	
13	I see opportunities where others see problems	
14	I am attracting new unresolved tasks and problems	
15	By discussing with others, even if I do not know the subject, I ask the decisive questions	
16	I actively support my employees in their professional (and personal) development	
17	I take responsibility and carry out the activities with determination	
18	I easily convince my employees of the meaning and value of their work for the company	

THE STATEMENT:

- 1 | It does not correspond at all
- 2 | It corresponds in a minimal way
- 3 | It corresponds little
- 4 | It corresponds in part
- 5 | It corresponds discreetly
- 6 | It corresponds in large part
- 7 | Corresponds exactly



WORK IN PASSION
Manage | Sale | Achieve

FIND YOUR LION INSIDE

Self-Check RESULTS

Enter the attribute values for each statement in the white cells. Add the 6 values obtained for each column and then operate the GRAND TOTAL. Pay particular attention to very high and very low scores, even highlighting them. Reflect on these aspects calmly on the elements that you overcome in reaching your goals and preventing it. You can call us for the necessary insights.

STATE- MENT	Scent for the suc- cess	Give ori- entation	FOSTE- RING changes
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
11			
12			
13			
14			
15			
16			
17			
18			
Total			
Grand total			

General result:

108 to 126 points: You do an excellent driving job and present skills very close to those required by an Analog Leader. Probably in your area everything runs smoothly like oil and the work is done without any particular problems with a planning careful. If this is not the case, review your scores in a self-critical manner and check on what aspects you may have evaluated in a more positive way

90 to 107 points: You do a good job as a leader. A good awareness of your strengths and improvements shows the capacity for healthy self-criticism and openness to feedback. This allows you continuous improvement as a leader and it gives you ability to warn of a (professional) support when needed.

less than 90 points: Probably, in your area of expertise there are several potential improvements. You have the ability to recognize that the mistakes made to the collaborators, as well as to your direct responsibility. This your ability to a healthy self-criticism is a good starting point for developing your leadership skills, with support for example of training or coaching programs.

Result by category:

The category, in which you have achieved the greatest result, describes your greatest strength as a leader. If you have a score minimum of 36, present this capacity in a very marked way.

Scent for success: If you have scored the highest score in this category, you probably like a role you have of wide autonomy of action and in which you can also take strategic decisions of level without conditioning. They are suitable for you predominantly leadership roles in the commercial sphere or in areas of product and / or service innovation.

Give Orientation: If you have scored the highest score in this category (and above 36), you are comfortable in positions of leadership in which success depends on having common and attractive goals, which you can translate into a concrete, clear strategy to orientate your people. With clear objectives, you can, even in a difficult and safe environment, proceed in a consistent way and make the most effective decisions.

Fostering changes: Your strength is to question static processes, structures and actions. In situations of change you can make the difference in the organization, given your ability to give impulses as well as to accompany the implementation of news. You are able to get close to the collaborators, convince them and stimulate them with your positivity and orientation to the solution.



WORK IN PASSION
Manage | Sale | Achieve

THE MAJOR VALUE

Write down your thoughts and questions for us





















WORK IN PASSION
Manage | Sale | Achieve

THE MAJOR VALUE

Write down your thoughts and questions for us





















WORK IN PASSION
Manage | Sale | Achieve

THE MAJOR VALUE

Write down your thoughts and questions for us





















**WORK
IN
PASSION**

Manage | Sale | Achieve

GISELLA NOVELLI D'INCÀ

Strategic & NLP Coach, Executive Counselor,
Management Trainer, Emergenetics Associate

+39 366 246 14 54

g.novelli@workinpassion.eu

MATHILDE LINTNER

Executive Coach, Master NLP, Management Trainer

+39 348 290 13 54

lintner@mlcoaching.it

GIAMPIETRO TRIVINI BELLINI

Business Coach, Master CNV e NLP

+39 366 664 11 63

g.trivini-bellini@workinpassion.eu