

Making the Decision to Work with a Business Coach

Rate yourself on the following items to determine your readiness to work with a Coach.	Strongly Agree	Slightly Agree	Slightly Disagree	Strongly Disagree
1. I relate well to my management, associates, customers and workers.	4	3	2	1
2. I solicit others' ideas and fully integrate them into business plans.	4	3	2	1
3. I engage others without offending or creating unnecessary anxiety.	4	3	2	1
4. I relate well to my boss, peers and employees.	4	3	2	1
5. I communicate my thoughts clearly without being patronising.	4	3	2	1
6. Those I work with see me as credible.	4	3	2	1
7. I demonstrate respect for everyone, regardless of organisational status.	4	3	2	1
8. I am decisive and am not afraid to take a stand for what's important.	4	3	2	1
9. I have a strong personal presence—people listen to what I have to say.	4	3	2	1
10. I trust others unless given a compelling reason to doubt their integrity.	4	3	2	1
11. I am polished in my public presentation skills.	4	3	2	1
12. I am able to communicate hard truths without alienating others.	4	3	2	1
13. I feel like a winner in my work and personal life.	4	3	2	1
14. I am able to foster others to feel like winners.	4	3	2	1
15. I am able to be objective about my strengths and shortcomings.	4	3	2	1
16. I am being positioned for a promotion or for increasing responsibility.	4	3	2	1
17. I am able to deal effectively with disappointments or setbacks at work.	4	3	2	1
18. I am satisfied with my job.	4	3	2	1
19. I am satisfied with my career progression.	4	3	2	1

20. I can envision what it will take for the business to succeed.	4	3	2	1
21. I coach and develop others in a way that supports their development.	4	3	2	1
22. I am able to consider the hard truth about my style of working.	4	3	2	1
23. I am able to energise others and inspire their sustained commitment.	4	3	2	1
24. I am willing to be challenged on my assumptions and decisions.	4	3	2	1
25. I use humour to lighten tough situations but never at others' expense.	4	3	2	1
26. I endorse people when they succeed <i>and</i> when they have setbacks.	4	3	2	1
27. I am change-agile and I effectively engage others to be change-agile.	4	3	2	1
28. I am able to express a full range of emotion without losing control.	4	3	2	1
29. I take full responsibility for my mistakes, without excuses.	4	3	2	1
30. I share from my experience, including my mistakes.	4	3	2	1

Look at the patterns with your scores, paying particular attention to items you rated 3 or lower.