



ENHANCE YOUR RELATIONSHIP MANAGEMENT SKILLS

Assess your skills in each of the following competencies of relationship management.

- Next to each competency begin by listing your skills, ie. the ways in which you think you do this well.
- Next, write down areas for development, ie. aspects that can be improved.
- Now list at least two actions that will help you develop in that area. For example, take a short course, read a book, do your own research, or model someone you respect.
- Choose one, or more, competencies you'd like to work on and put the action steps into action!

Challenge: give this blank form to a friend or colleague and ask them to complete it as they see you.

COMPETENCY	POSITIVE SKILLS	DEVELOPMENT	ACTION
INFLUENCE Persuading others			1. 2.
INSPIRATIONAL LEADERSHIP providing a vision that motivates others			1. 2.
DEVELOPING OTHERS providing feedback & building skills & knowledge in others			1. 2.
CHANGE CATALYST recognising the need for change & supporting the process			1. 2.
CONFLICT MANAGEMENT Settling disputes, differences of opinion & misunderstanding			1. 2.
BUILDING BONDS creating & maintaining networks			1. 2.
TEAMWORK building effective teams			1. 2.

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