



## Leadership Influence Survey

For each item listed below, please indicate how well it describes the way you use your influence in your role as a leader. Circle the number on the rating scale that best represents you. Five indicates *most* like you while one is *least* like you.

### *In my role as a leader, I:*

1. Follow through on my commitments	5	4	3	2	1
2. Keep my feelings and emotions in check	5	4	3	2	1
3. Treat all employees fairly	5	4	3	2	1
4. Am willing to admit it when I'm wrong	5	4	3	2	1
5. Act ethically in my dealings with others	5	4	3	2	1
6. Encourage open and honest communication	5	4	3	2	1
7. Look for ways to remove barriers to team success	5	4	3	2	1
8. Try to focus on people's positive qualities and potential	5	4	3	2	1
9. Allow my beliefs and values to guide my daily actions	5	4	3	2	1
10. Work hard to be a good listener	5	4	3	2	1
11. Never contribute to the "rumor mill"	5	4	3	2	1
12. Am sensitive to other people's needs and concerns	5	4	3	2	1
13. Openly value and encourage different perspectives	5	4	3	2	1
14. Am aware of how my behavior impacts others	5	4	3	2	1
15. Am a positive role model for my team	5	4	3	2	1

**TOTAL SCORE** \_\_\_\_\_

If you scored 50 or more, you are doing a good job of using your leadership influence in a productive way. If you scored between 30 and 39, you are well on your way to reaping the benefits of productive influence but need to improve your understanding of the process. If you scored less than 30, this is an important development opportunity for you. Solicit guidance from a trusted colleague or mentor and look for ways to expand your leadership influence in a productive way.