

Self Inventory

An Anecdotal Self Assessment

Rating: 0 Never 1 Sometimes 2 Frequently 3 Always/Habitually

1. You prepare for difficult conversations by anticipating the other's interest and objections.
0 1 2 3
2. You give the student frequent (appropriate) positive feedback on strengths, attributes and wins.
0 1 2 3
3. You sincerely listen to the person and focus yourself in the present.
0 1 2 3
4. You are clear with the musts (non-negotiable) and say why.
0 1 2 3
5. You are aware of your own body language and tone and work to adjust it appropriately.
0 1 2 3
6. You observe the other's body language for congruence / incongruence.
0 1 2 3
7. You focus on areas of agreement/commonality.
0 1 2 3
8. You use specifics, facts, examples and stories.
0 1 2 3
9. You paraphrase and reconfirm agreements and expectations.
0 1 2 3
10. You ask questions to learn more and better understand the person and situation/condition.
0 1 2 3
11. You respectfully push back/challenge thinking or behavior and say why.
0 1 2 3
12. The student would say they felt it was a collaborative meeting, and they were supported versus forced.
0 1 2 3

Scale	Rating	Your Score
30 and above	Strong	
24-29	Average	
23 and below	Needs Work	