

Reflect on each of the items below and select a score which best represents how you behave when influencing others.  
 Use the following score for assigning points: 0 – “I never do this”

1 – “I rarely do this”

2 – “I sometimes do this”

3 – “I often do this”

4 – “I always do this”

INFLUENCING BEHAVIOR- SELF REFLECTION	My Points
I fully express my personal values when I talk to others.	
I try to find out exactly what sort of help other people need.	
I use rational argument to make my points.	
I encourage and support other people with good ideas.	
I help other people to solve their own problems.	
I am good at vividly communicating what the future could be like.	
I encourage people to learn new ways to think.	
I help people find effective answers to problems that concern me.	
I am able to communicate what needs to be done to create a better future.	
I go out of my way to encourage people who are struggling to change things for themselves.	
I help people find answers to their own problems.	
I give moral support to people who want to make changes.	
I use “education” as a way of opening people’s minds.	
I strive to inspire other people by the way I present my ideas.	
I have a clear principles which I communicate to others.	