### Play #12 Exercise: Rating Your Leadership Characteristics

Using the information in this Play, do the following.

1. For each of the twenty-two personality traits and skills of a great leader, rate yourself from 1 to 5, with 5 being the highest.

|  | **Trait / Skill** | **My Score *(1 to 5, with 5 being the highest)*** |
| --- | --- | --- |
| **Personality Traits** | |  |
| **1** | **Accountability:** Takes responsibility for everyone’s performance |  |
| **2** | **Charisma:** Exudes an air that causes people to like them and want to follow them |  |
| **3** | **Confidence:** Has confidence without being brash or cocky |  |
| **4** | **Courage:** Is not afraid to confront flaws in the team or self |  |
| **5** | **Discipline:** Does what they say they’re going to do – every time, on time |  |
| **6** | **Emotional Intelligence:** Is sensitive and empathic |  |
| **7** | **Excellent Character:** Can be trusted in all respects |  |
| **8** | **Execution Focus:** Concentrates on results |  |
| **9** | **Humility:** Puts ego aside and surrounds self with people smarter than they are in specific areas |  |
| **10** | **Passion and Energy:** Has passion and energy that radiates to everyone who encounters them |  |
| **11** | **“People” Appeal:** Enjoys being with the members of the team |  |
| **12** | **Truthfulness:** Has the capacity to be open, honest, and forthright; always tells the truth with a zero tolerance for dishonesty in others |  |
| **13** | **Vision:** Has the ability to see the future and help the team see it too |  |
| **14** | **Work Ethic:** Gives whatever effort it takes to accomplish the task |  |
| **Skills** | |  |
| **15** | **Ability to Attract Great People:** Knows how to find great people and place them in the right positions |  |
| **16** | **Ability to Accept No Credit:** Knows how to give all the credit to team members |  |
| **17** | **Communication Skills:** Excels in all four phases of communication: verbal, written, listening, and body language |  |
| **18** | **Delegation Skills:** Doesn’t do anything that someone else can do as well or better |  |
| **19** | **General Knowledge:** Possesses an adequate knowledge base for the business or charity |  |
| **20** | **Great Coaching Ability:** Doesn’t tell people what to do, but instead coaches them on how to do it |  |
| **21** | **Organizational Excellence:** Is highly organized with the ability to prioritize tasks |  |
| **22** | **Team Building Skills:** Can create a culture of “team” versus that of individuals |  |
|  | **TOTAL SCORE** |  |

1. Tally your score. If your total score is less than 88 (averaging 4 per trait), you may not be the person to head up your venture.
2. Who might be a better fit to head up your venture? Name that person here and explain your reasoning for choosing them.
3. On any category that you rate yourself less than a 4, consider finding a person who can shore you up in that category. List the categories and the potential people who could shore you up in those categories.