

The Power Relationships Assessment

This Assessment contains 20 statements that help you understand the foundations of power relationships and give you a sense for where you may need to improve.

Instructions:

Read each statement, and circle a number from 1 to 5, where 1=Never as it applies to you and 5 = Always as it applies to you.

Score: 1 = never 2 = not often 3 = mostly 4 = almost all of the time 5 = always

I. CONNECTION

How well do you connect and engage with people?

1	I do not try to show the other person how much I know or try to convince them of something.	Never 1	2	3	4	Always 5
2	I regularly ask thoughtful questions that draw the other person out. I do more listening than talking.	Never 1	2	3	4	Always 5
3	I focus on building relationships with interesting, talented, and motivated individuals. I try to grow in my relationships.	Never 1	2	3	4	Always 5
4	I'm not afraid of reaching out and trying to connect with someone I don't know, even if they may seem inaccessible or distant.	Never 1	2	3	4	Always 5
5	I am comfortable building relationships with people who are very different than me.	Never 1	2	3	4	Always 5
6	I am faithful about regularly staying in touch with the contacts in my various networks.	Never 1	2	3	4	Always 5

II. RELEVANCE

Do you make yourself relevant to others and create a desire to build a relationship with you?

7	I have identified a small group of critical relationships I am regularly nurturing that add value to me, personally and professionally.	Never 1	2	3	4	Always 5
8	I strive to understand other peoples' agenda of important priorities and goals, and help them to accomplish their objectives.	Never 1	2	3	4	Always 5
9	I empathize with others and am able to "walk in their shoes."	Never 1	2	3	4	Always 5

II. RELEVANCE (cont'd)

10	I treat my prospects like they are already donors, and new acquaintances like they are already friends.	Never 1 2 3 4 5	Always
11	I regularly show my donors how they are supporting a great cause—and directly changing and saving lives.	Never 1 2 3 4 5	Always

III. RESONANCE

Do you resonate with others and create a strong emotional bond?

12	I demonstrate integrity at all times, and never cut ethical corners or allow the ends to justify the means.	Never 1 2 3 4 5	Always
13	When I meet people, I search for what we have in common rather than the qualities I don't like in them.	Never 1 2 3 4 5	Always
14	I show others that I care by giving frequent recognition and praise.	Never 1 2 3 4 5	Always
15	I am an enthusiastic person and I let my enthusiasm shine in my relationships.	Never 1 2 3 4 5	Always

IV. IMPACT

Are you able to have an impact in your relationships?

16	I demonstrate to those closest to me in words and deeds, that I truly believe in them.	Never 1 2 3 4 5	Always
17	I have told the most important people in my life how much they mean to me.	Never 1 2 3 4 5	Always
18	I help others with regular acts of generosity of my time, attention, and other resources.	Never 1 2 3 4 5	Always
19	I give people a balance of both truth and love— that is, I am honest about what I think they need but also positive in supporting them and giving them positive feedback.	Never 1 2 3 4 5	Always
20	When I engage others in my relationships, I am trying to do what is right for them not just working my own agenda of personal needs.	Never 1 2 3 4 5	Always

REVIEWING YOUR SCORE

Go through your assessment and add up the points for each section (i.e., add up your scores from 1 to 5 for each of the statements in that section).

We have field-tested this questionnaire for validity and scoring. How well did you do?

88-100	You are a master at building relationships
76-87	There is only a little that requires your attention
64-75	You need to work on those areas that need strengthening
Below 64	You have some issues in building relationships. Look inside yourself and decide what must be done.