

ASSESSMENT OF MANAGEMENT & LEADERSHIP MINDSETS (Updated Jan 05)

INSTRUCTIONS: Based on your experience, indicate your reaction – from *Strongly Disagree* to *Strongly Agree* - to each of the following ten statements. Please ensure that you respond to all ten statements.

	Strongly Disagree	Disagree	Neither Agree Nor Disagree	Agree	Strongly Agree
1. Success depends more on doing the right things than it does on doing things right					
2. Achieving the organization's short-term goals is a higher priority than developing relationships					
3. An organization that exploits opportunities will produce better long-term results than one that is effective at solving problems					
4. A global vision and strategy are important, but tangible objectives and effective tactics are more essential to success					
5. In the long run, investments in people will produce a higher return than investments in new business processes and technologies					
6. Transactional relationships that get the job done are more valuable than trusted relationships where ideas are exchanged freely					
7. When developing a strategic plan, it is more effective to stretch your people's skills than to stretch the available resources					
8. Precisely executing a well-structured plan will produce better results than teaching people how to improvise at their discretion					
9. Exploring unproven possibilities will produce better long-term results than operating within established boundaries					
10. Building a tightly knit internal team is more important to success than relationships with strategic partners and other stakeholders					