Ag Decision Maker

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Assessing Inter-Personal Skills

Inter-personal skills relate to your ability to work with others and are essential for the long-term success of your business. Firms that possess human resources with exceptional skills have a long-term focus and are more likely to use their skills to take advantage of emerging opportunities.

How would you rate your inter-personal skills? They help you focus on recognizing others' individuality, communicating effectively, working as a team member, mediating differences, and listening to others. Use the questions below to assess your inter-personal skills.

	Unsatisfactory	Weak	Average	Good	Exceptional
1. Exchange thoughts and ideas with others. This involves both the ability to receive (listen) and send (talk) information.	1	2	3	4	5
2. Listen to others who may have a better method for accomplishing a task.	1	2	3	4	5
3. Identify personality differences between individuals and use this information to develop unique working relationships.	1	2	3	4	5
4. Assist a group of individuals to arrive at a mutually acceptable solution.	1	2	3	4	5
5. Work with others to stimulate and promote personal and business growth.	1	2	3	4	5
6. Work as a team member and focus on the objectives of the team rather than using the team to satisfy your own personal agenda.	1	2	3	4	5
7. Work on a team and fill whatever role is needed on the team whether it is leader or follower.	1	2	3	4	5
8. Work with a group of individuals to identify common goals.	1	2	3	4	5
9. Mediate conflicts between people and help them work together as a team.	1	2	3	4	5
10. Negotiate favorable business agreements with landlords, lenders, and suppliers.	1	2	3	4	5

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