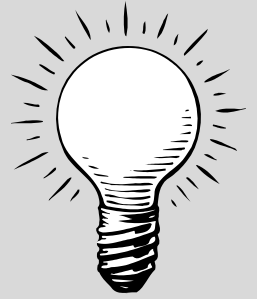
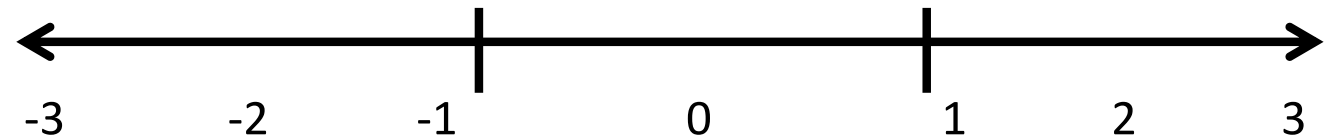


Leadership Self-Assessment



The Middle Way™ - A Model for Executive Presence

Context	Abandon	Middle Way	Abuse
Conflict	Passive	Assertive	Aggressive



- Using the Middle Way charts, rate yourself
- Scale:
 - +/-1 – mild
 - +/-2 – medium
 - +/-3 – strong



The Middle Way™ – A Posture for Executive Presence

Context	Abandon	Middle Way	Abuse	Me
Disposition	Detached	Curious	Judgmental	
Questioning	Tell	Inquire	Interrogate	
Facilitation	Withdraw	Participate	Dominate	
Control	Abdicate	Influence	Manipulate	
View of Others	Worthless	Complements	Appliances	
View of Self	Abasement	Humility	Arrogance	
Expectations	Pessimistic	Realistic	Idealistic	
Human Development	Incapable	In Progress	Perfectionistic	
Demeanor	Nervous	Relaxed	Intense	
Agenda	No Interest	Their Interest	My Interest	
Correction	Lenient	Firm	Harsh	
Relationships	Isolate	Reciprocate	Indulge	
Emotional Poise	Stoic	Composed	Emotive	
Engaging Others	Distracted	Fully Present	Attention-Seeking	
Managing Others	Absent	Mentor	Micromanage	
Delegation	Withhold	Transfer	Dump	
Teamwork	Dependence	Interdependence	Independence	
Conflict	Passive	Assertive	Aggressive	
Rapport	Dismiss	Engage	Monopolize	
Awkward Moments	Flight	Master	Fight	
Disagreements	Loss-Accepting	Win-Win	Must-Win	
The Unexpected	Unaware	Anticipate	Aggravate	

