

“Driving Business Objectives” Worksheet

1. State a Current Goal in your Program

2. State a Current Challenge

3. YOUR Position Title: _____

Ideal Behavioral Requirements of the Position (PRO Form)

	LOW	HIGH
(A) Dominance		
(B) Extroversion		
(C) Patience		
(D) Formality		

4. YOUR Behavioral Style

	LOW	HIGH
(A) Dominance		
(B) Extroversion		
(C) Patience		
(D) Formality		

5. Position Title: _____

Ideal Behavioral Requirements of the Position (PRO Form)

	LOW	HIGH
(A) Dominance		
(B) Extroversion		
(C) Patience		
(D) Formality		

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6. Position Title: _____

Ideal Behavioral Requirements of the Position (PRO Form)

	LOW	HIGH
(A) Dominance		
(B) Extroversion		
(C) Patience		
(D) Formality		

7. Name: _____

Behavioral Style of Staff Person

	LOW	HIGH
(A) Dominance		
(B) Extroversion		
(C) Patience		
(D) Formality		

8. Based on this exercise, what are the behavioral gaps between the staff person’s style and the behavioral requirements of the role?

9. How can you motivate this person to help them increase their effectiveness in their role?
