

The Crisis Leadership Assessment QUALITIES NECESSARY IN TIMES OF CRISIS



LEADERSHIP DEVELOPMENT SERIES

About ClientWise LLC

ClientWise is the premier business and executive coaching firm working exclusively with financial professionals. We specialize in helping clients optimize growth and maximize revenue by engaging as a knowledgeable partner in accomplishing specific and significant business results. Our full-service coaching program empowers financial advisors, wholesalers, managers and executives to enhance performance through customized, action-oriented solutions based on each client's specific vision and situation.

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Our certified coaches are members of the International Coach Federation (ICF). They adhere to ICF's strict code of ethics and have the experience and insight to work with you on the unique challenges and opportunities you face each day.

Drawing from an in-depth knowledge of the financial industry, ClientWise's mission is to professionally develop industry leaders and consistently raise the bar for industry service, commitment and integrity. Simply put, our singular focus is to help you get **clear**, get **focused**, and get **results**.

The Crisis Leadership Assessment QUALITIES NECESSARY IN TIMES OF CRISIS

Name
Date

Notes:

The Crisis Leadership Assessment

Why is it that some people seem to rise to the challenge in a crisis, while others never seem to be able to find their footing? The simple truth is that leadership is a skill – just like any other skill – that becomes easier and easier to draw on the more you practice.

It's the reason why it seems like a select handful of professional athletes always raise their game in the most pressure-packed situations. They are the ones who relentlessly practice not just the physical, but the mental aspects of their sport so that when the time comes to perform under pressure, they are totally prepared.

As leaders, you can do the same!

By gaining a clearer understanding of your particular strengths and weaknesses as a leader, refining the strengths and bolstering the weaknesses, you'll be better prepared to guide your team and your clients through whatever new challenges arise. On the following worksheet, assess your strengths and weaknesses as a leader by scoring yourself from 1-5 using the following scale:

1 = Needs Improvement

2 = Satisfactory

3 = Good

4 = Very Good

5 = Exceptional

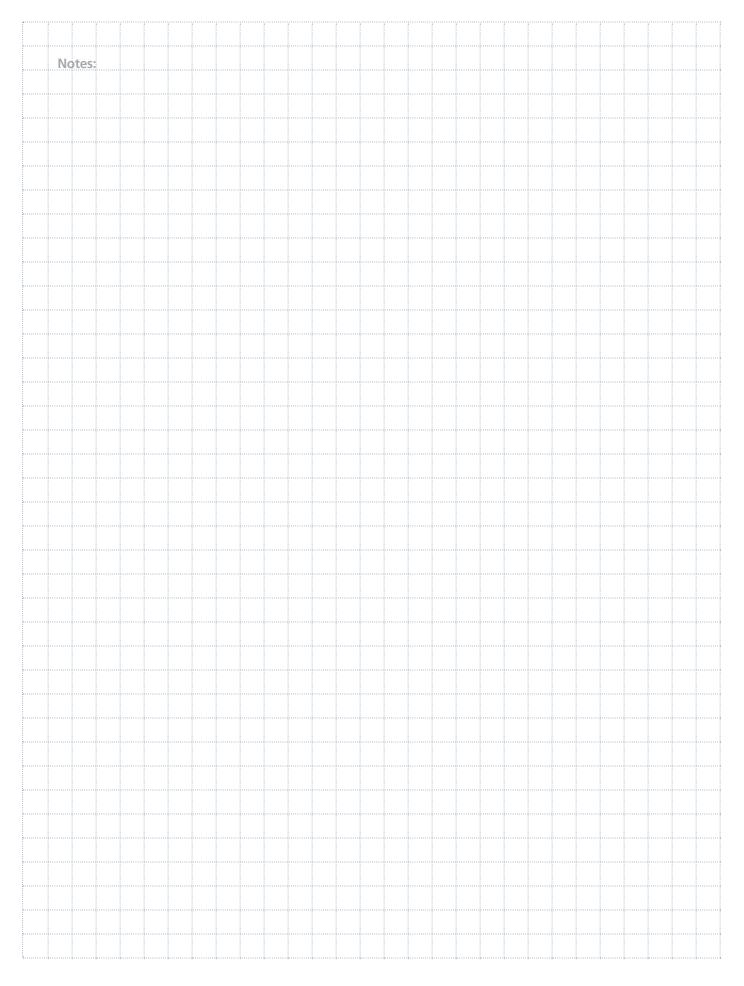
Try to be as critically honest with yourself as possible. Don't give something a score of 5 unless you genuinely believe you have mastered that particular quality. And take a few minutes to carefully think about and explore subtleties and nuances. For example, we all want to think of ourselves as having tremendous "integrity." But truth be told, there's a huge spectrum between the "I cannot tell a lie" of a George Washington and the "I cannot tell the truth" of a Bernie Madoff!

The goal of this exercise is not to question your leadership or diminish your accomplishments to date. Rather, it's to enhance your personal development and assist you in becoming an even stronger leader when times of crisis arise.

The Crisis Leadership Assessment

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		1	2	3	4	5
1.	Integrity					
2.	Self-awareness					
3.	A learner at all times					
4.	Intellectual and action agility					
5.	The ability to seek wisdom of others					
6.	The ability to collaborate					
7.	A sense that their own opinion is fallible					
8.	Courageous					
9.	Communicates frequently and transparently					
10.	Confidence					
11.	Calmness					
12.	Empathetic and respectful					
13.	Has and seeks perspective and understands consequences					
14.	Nurtures stamina in self and as hard or harder than anyone else					
15.	Detail orientation combined with big picture understanding					
16.	Willing to share in the tough times with those around him or her					
17.	Delegates wisely					
18.	Decisive using both values and reality					
19.	Acknowledges the wisdom and contribution of others					
20.	Sees the future beyond the present crisis and brings that forward for self and others					



Contact ClientWise

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