



# 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.

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**.

Get **Clear**. Get **Focused**. Get **Results**.™

# The Crisis Leadership Assessment

## QUALITIES NECESSARY IN TIMES OF CRISIS

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*Name*

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*Date*

## 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

1 = Needs Improvement    2 = Satisfactory    3 = Good    4 = Very Good    5 = Exceptional

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

Notes:



## Contact ClientWise

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## Connect with ClientWise

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