## WHAT DRIVES WINNING

# WHEN IS IT HARDEST?

PERFORMANCE SKILLS

When is it hardest for you to execute these performance skills? Check the bullet points that you can relate to:

Accountable: Taking responsibility for your actions When I don't think I was in the wrong When I fear embarrassment/judgment When I fear the consequences I'll have to face Other:	Disciplined: Self-regulating Uhen no one is watching When the wrong choice is easier When the result/consequence won't affect me Other:
Competitive: Striving to be your best When others around me don't care When I feel like I can't win or the goal is out of reach When I put my relationship with the person above winning the competition Other:	Enthusiastic: Expressing enjoyment I f no one responds to it/me When I'm too focused on myself When I'm surrounded by negative people Other: Focused: Eliminating distractions When I don't know how to prioritize things
Confident: Self-trusting U When I overthink When I'm not getting results despite full effort When I get no reassurance Other:	<ul> <li>When things are too easy</li> <li>When others pull my focus elsewhere (friends, family, teammates)</li> <li>Other:</li> </ul>
Courageous: Operating outside your comfort zone When people don't trust me When I feel like the risk outweighs the potential reward	Hardworking: Paying the price with effort U When I'm not getting the results I want When others aren't working hard and get rewarded When it's for someone I don't care about Other:
<ul> <li>When I fear people won't follow me</li> <li>Other:</li> <li>Creative: Out-of-the-box thinking</li> <li>When authority already has their mind made up</li> </ul>	Motivated: Having a strong purpose U When I lose sight of my "why" When it feels like a lost cause When the rewards aren't worth it Other:
<ul> <li>When I feel micromanaged/controlled</li> <li>When my ideas are not valued or are consistently shot down</li> <li>Other:</li></ul>	Positive: Good and useful thinking Uhen I'm surrounded by negativity When others are overly supportive when I perform poorly When supporting something I don't believe in Other: Resilient: Bouncing back from setbacks
Other:	When I get knocked down over and over

- When more is asked of me than others
- □ When the goal seems unattainable
- Other:

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### RELATIONAL SKILLS

When is it hardest for you to execute these relational skills? Check the bullet points that you can relate to:

# Appreciative: Recognizing the good in someone or something

- When I think I deserved it
- □ When my high-level performance becomes expected
- □ When someone does me a favor "that comes with a cost"
- Other:

#### Caring: Investing in the person

- When the person doesn't care for/about themselves
- When I'm overwhelmed with my own issues
- □ When I'm more invested than they are
- Other: \_\_\_\_\_\_

#### Empathetic: Sharing the feelings of others

- □ When I disagree with their choices/decisions
- □ When I'm struggling more than they are
- When they ignore clear solutions because it's "too hard"
- Other: \_\_\_\_\_

#### Encouraging: Giving confidence and support

- □ When the receiver doesn't care/respond
- When I feel like they didn't earn it
- □ When I'm jealous of them
- Other: \_\_\_\_

#### Honest: Telling the truth

- When the truth has negative consequences for me
- When I could lose a friendship/relationship
- When I'm worried what others will think
- Other:

#### Humble: Distributing credit

- When outside voices make my head bigger
- When I don't get enough credit
- □ When I'm the only one performing well
- Other: \_\_\_\_

#### Loyal: Showing allegiance

- When friends/family betray me
- When I don't believe in the cause
- When the grass seems greener
- Other: \_\_\_\_\_

#### Patient: Tolerating struggle or delay

- When mistakes are effort-based
- When I have to repeat myself
- When something is easy to me and I don't understand others' struggle
- Other: \_\_\_\_\_

#### **Respectful: Showing consideration**

- □ When someone gets in the way of what I want
- When someone criticizes me
- □ When I strongly disagree with someone
- Other: \_\_\_\_\_

#### Socially Aware: Understanding signals sent and received

- When I'm trying to fit in
- When I'm too focused on myself
- When someone else has different norms
- Other: \_\_\_\_\_

#### **Trustwilling: Relying on others**

- When others have failed me repeatedly
- When my reputation is on the line
- □ When I don't want to burden others
- Other:

#### **Trustworthy: Being reliable**

- When it adds unwanted responsibility to me
- When I'm given information that must be shared
- When I'm put in between two people
- Other:

#### Unselfish: Putting the team first

- When I see others cut corners and get away with it/rewarded for it
- □ When outside voices are influencing me to be selfish
- When I trust myself more than my teammates
- Other: \_\_\_\_