

## Advocate Assessment

An Excellent Advocate:

- \_\_\_ 1. Seeks clarity about who is decision maker for idea, i.e., searches for appropriate sponsor.
- \_\_\_ 2. Dialogues with sponsor about current business challenges and generates ideas based on these challenges.
- \_\_\_ 3. Recognizes distinction between giving idea and making decision to implement idea.
- \_\_\_ 4. Clearly articulates ideas as well as perceived benefits and costs.
- \_\_\_ 5. Identifies and communicates ideas, issues and concerns in a non- blaming way.
- \_\_\_ 6. Recognizes when starting to sell idea versus educating others.
- \_\_\_ 7. If decision to go another direction is made, quickly shifts to contributing ideas that would help create success in that direction.
- \_\_\_ 8. Asks for what she wants in order to be successful.

Rate each of the above questions on a scale of 1-10, 10 being high and 1 being low.

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