

Tough Questions... Profitable Answers!

	YES	NO
1. Do you currently attack and challenge all business assumptions?	<input type="checkbox"/>	<input type="checkbox"/>
2. Do you ask questions that push the boundaries and inspire a culture where you question all that you think you know?	<input type="checkbox"/>	<input type="checkbox"/>
3. Do you put everything you're doing on trial, question everything and have the courage to ask the critical questions that provoke innovative thinking?	<input type="checkbox"/>	<input type="checkbox"/>
4. Do you use future focused questions — <i>What will your business look like in 2020?</i> — to provide solutions for thriving in uncertain times?	<input type="checkbox"/>	<input type="checkbox"/>
5. Do you know who you will be serving in 2020?	<input type="checkbox"/>	<input type="checkbox"/>
6. Does your leadership team put more value on having the right questions about the future rather than having the right answers about the past?	<input type="checkbox"/>	<input type="checkbox"/>
7. Do you have a tendency to ignore what is being done for what should be done?	<input type="checkbox"/>	<input type="checkbox"/>
8. Do you make decisions in a vacuum?	<input type="checkbox"/>	<input type="checkbox"/>
9. Do you have a plan in place to develop leadership in your company?	<input type="checkbox"/>	<input type="checkbox"/>
10. Does what you do truly matter and have value to the company and your customer?	<input type="checkbox"/>	<input type="checkbox"/>
11. Do you create so many priorities that you and your people are overwhelmed and don't know which ones to tackle first?	<input type="checkbox"/>	<input type="checkbox"/>
12. When you are faced with a new question, do you reply with the same old answers?	<input type="checkbox"/>	<input type="checkbox"/>
13. Do you ask questions that engage and encourage people to talk openly throughout the organization?	<input type="checkbox"/>	<input type="checkbox"/>
14. Do you have big plans and long term goals that never come to pass because you get bogged down with your daily activities?	<input type="checkbox"/>	<input type="checkbox"/>
15. Have your strategic plans become a ritual?	<input type="checkbox"/>	<input type="checkbox"/>
16. Do you have the right people on the bus, people who are doers vs. talkers?	<input type="checkbox"/>	<input type="checkbox"/>

	YES	NO
17. Do you have a system in place to communicate new plans, strategies and initiatives to employees throughout the organization.	<input type="checkbox"/>	<input type="checkbox"/>
18. Do you inspire and motivate your people to.. Stop Talking and Start doing?	<input type="checkbox"/>	<input type="checkbox"/>
19. Do you have an arsenal of unconventional questions to help your great people get even better?	<input type="checkbox"/>	<input type="checkbox"/>
20. Do you ever find yourself in situations where it feels like the left hand doesn't know what the right hand was doing?	<input type="checkbox"/>	<input type="checkbox"/>
21. Do you hold employees accountable for achieving the company goals?	<input type="checkbox"/>	<input type="checkbox"/>
22. When making decisions do you — focus more on the possibilities than on the limitations?	<input type="checkbox"/>	<input type="checkbox"/>
23. Is everyone on board with your plans and strategies and pulling in the same direction?	<input type="checkbox"/>	<input type="checkbox"/>
24. Are you a leader who has the wisdom to know what to ask; of whom; when; under what circumstances and for what purpose?	<input type="checkbox"/>	<input type="checkbox"/>
25. Are you doing one thing daily that scares you?	<input type="checkbox"/>	<input type="checkbox"/>

Answers:

1.Y 2.Y 3.Y 4.Y 5.Y 6.Y 7.Y 8.N 9.Y 10.Y 11.N 12.N 13.Y 14.N 15.N 16.Y 17.Y 18.Y 19.Y 20.N 21.Y 22.Y 23.Y 24.Y 25.Y

If you have...

5 or fewer correct answers: You're a complacent leader who ignores changes in the environment.

6 to 10 correct answers: You're a leader who is comfortable with the status quo.

11 to 15 correct answers: You're a take charge leader who creates their own future.

More than 15 correct answers: They're ready to produce a reality show about you. "Most Admired Leader"