

### Authentic Leadership Self-Assessment Questionnaire

Instructions: This questionnaire contains items about different dimensions of authentic leadership. There are no right or wrong responses, so please answer honestly. Use the following scale when responding to each statement by writing the number from the scale below that you feel most accurately characterizes your response to the statement.

Key: 1 = Strongly disagree    2 = Disagree    3 = Neutral    4 = Agree    5 = Strongly agree

1. I can list my three greatest weaknesses.	1	2	3	4	5
2. My actions reflect my core values.	1	2	3	4	5
3. I seek others' opinions before making up my own mind.	1	2	3	4	5
4. I openly share my feelings with others.	1	2	3	4	5
5. I can list my three greatest strengths.	1	2	3	4	5
6. I do not allow group pressure to control me.	1	2	3	4	5
7. I listen closely to the ideas of those who disagree with me.	1	2	3	4	5
8. I let others know who I truly am as a person.	1	2	3	4	5
9. I seek feedback as a way of understanding who I really am as a person.	1	2	3	4	5
10. Other people know where I stand on controversial issues.	1	2	3	4	5
11. I do not emphasize my own point of view at the expense of others.	1	2	3	4	5
12. I rarely present a "false" front to others.	1	2	3	4	5
13. I accept the feelings I have about myself.	1	2	3	4	5
14. My morals guide what I do as a leader.	1	2	3	4	5
15. I listen very carefully to the ideas of others before making decisions.	1	2	3	4	5
16. I admit my mistakes to others.	1	2	3	4	5

#### Scoring

1. Sum the responses on items 1, 5, 9, and 13 (self-awareness).
2. Sum the responses on items 2, 6, 10, and 14 (internalized moral perspective).
3. Sum the responses on items 3, 7, 11, and 15 (balanced processing).
4. Sum the responses on items 4, 8, 12, and 16 (relational transparency).

# Authentic Leadership Self Assessment Questionnaire

**Daniel F McAuley**



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web jul 8 2020 step 1 analyze your market and segment customers the first thing to do when creating your sales territory plan is identify your business environment start with researching what is going on in your territory or vertical market figure out which approach you can use to drive the most sales

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web aug 3 2023 as territory sales plans are strategies that help you target the right customers for your product and implement goals about income and consistent sales growth over a period of time these work for organizations that focus their efforts on different geographic locations