

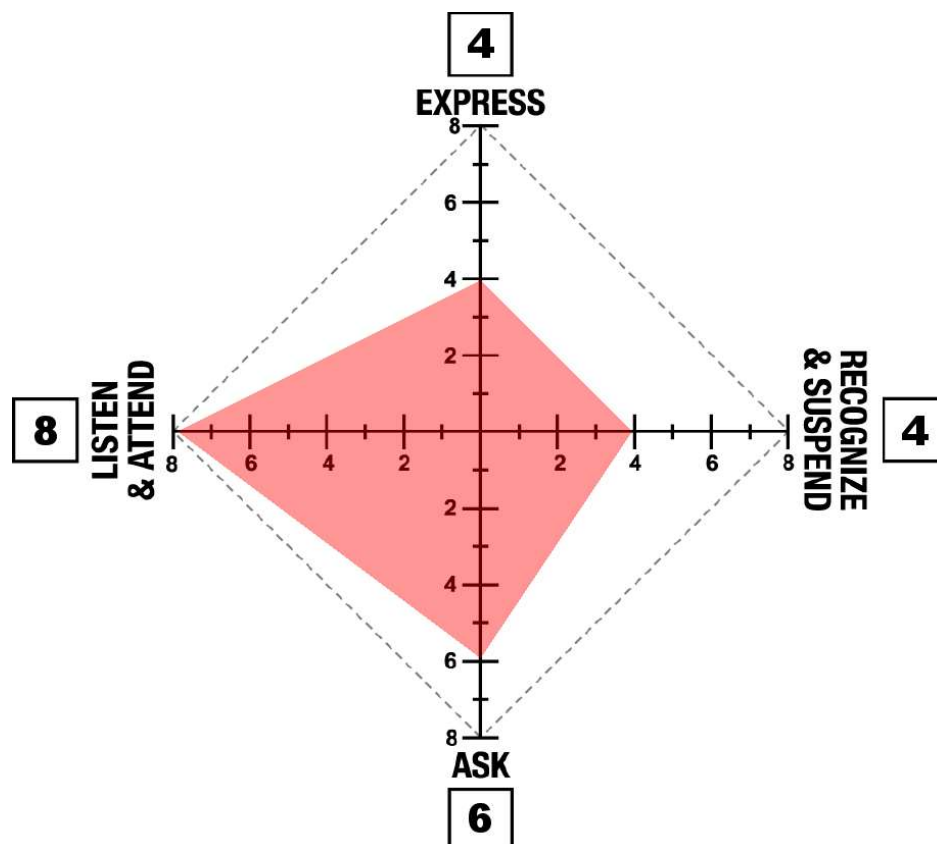


Results Report

for Aniket Sharma

This REAL TALK Self-Assessment is designed to give you a clearer view of your ability to hold **REAL Conversations** that achieve results.

The diagram below is a graphical summary of the data you submitted:



Understanding Your Scores

- The shaded area represents *how you tend to communicate* in the situation you had in mind when you took the survey. The graph space outside the shaded area represents your *opportunities to improve* your communication style and skills.
- If you scored 6 or above in **Express**, and this was your highest score, you do a lot of talking... and not much else.
- If you scored less than 4 in **Ask**, and that was your lowest score, indications are that you probably need to ask more questions to check for understanding and clarity.
- If you scored 3 or less in **Listen & Attend**, you need to slow down and focus your listening. People may be frustrated by your inattention.
- If you scored 3 or less in **Recognize & Suspend**, this indicates that you are not very open to other people's views.

The chart below summarizes your responses to the individual questions in the self-assessment.

Question #	Flight	Recognize & Suspend	Express	Ask	Listen & Attend	Fight
1						●
2				●		
3		●				
4					●	
5	●					
6					●	
7			●			
8	●					
9						●
10					●	
11	●					
12			●			
13				●		
14					●	
15						●
16				●		
17			●			

18					●	
19		●				
20				●		
21	●					
22		●				
23					●	
24				●		
25						●
26		●				
27					●	
28				●		
29			●			
30					●	
31	●					
32	●					
Total	6	4	4	6	8	4

What's Next?

You will notice that some of your responses fall into either the "fight" or "flight" categories. You will learn more about Fight and Flight in your REAL Talk Training workshop by DialogueWORKS. Fight and Flight behaviors have a definite impact on the effectiveness of your conversations.

Attend REAL Talk[®]: *Creating Real Conversations for Results*[®] Training!

If you really want to improve your ability to achieve results, build relationships, and increase respect, we would love to bring the powerful REAL Talk training into your organization. Call us at (801) 491-5010 for more information or contact us (/pages/contactus.php) through our website.