Please read the following skills descriptions. Force rank your perception of your ability in these skills from 1 to 6 where 1 is high (greatest strength) and 6 is low (least strong).

Ability to convey with body language and voice

\_\_5\_\_ **Presence** interest, conviction and energy

Ability to build rapport, ability to acknowledge,

\_\_5\_\_ **Engaging** ability to empathise and make linkages

Ability to elicit information

\_\_6\_\_ **Questioning** asking range of questions to uncover information

Ability to concentrate on meaning

\_5\_\_\_ **Listening** listening to what is being said

Ability to present information persuasively

\_\_6\_\_ **Persuading** positioning value relating to needs

\_\_6\_\_ **Checking** Ability to elicit feedback to ensure effective alignment